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THE ANNALIST

A Magazine of Finance, Commerce and Economics

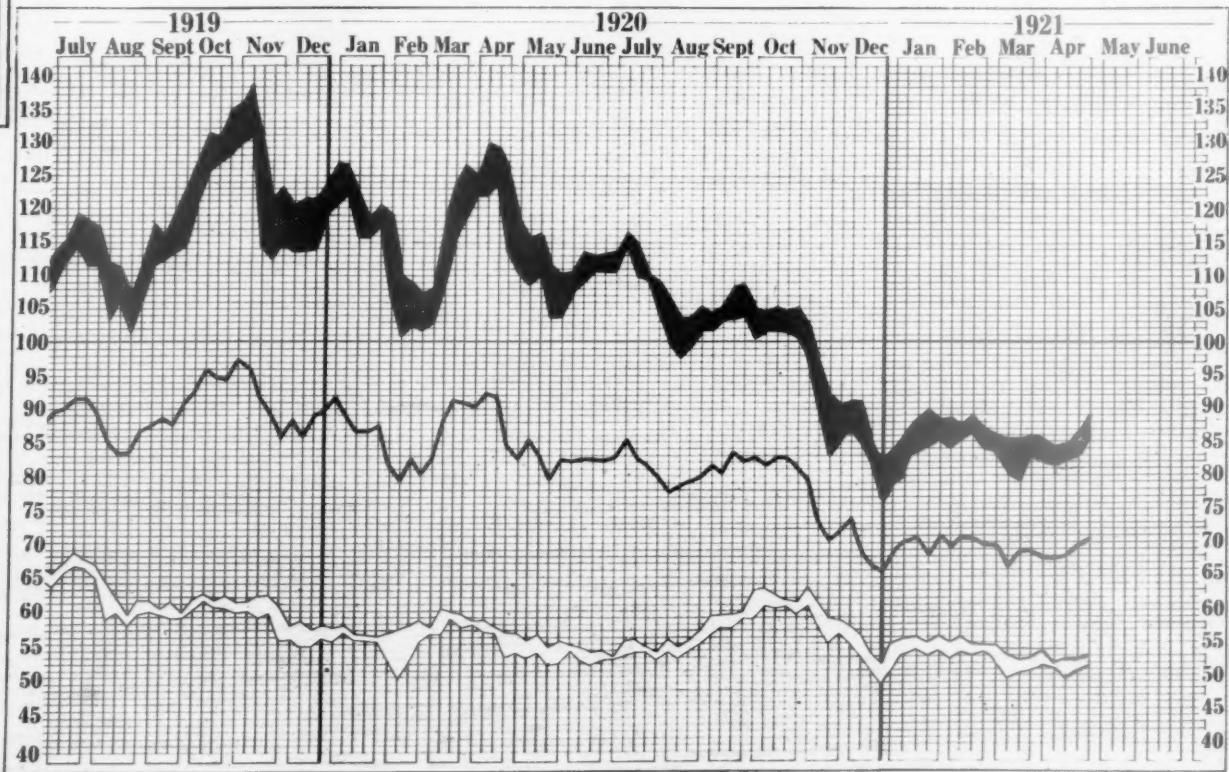
Vol. 17, No. 433

NEW YORK, MONDAY, MAY 2, 1921

Ten Cents

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NEW YORK, MONDAY, MAY 2, 1921

Ten Cents

World-Wide Free Market to Use All Gold and Stabilize Values

Plan to Bring All Nations Back on a Gold Basis Would Have Governments Throw Stocks on the Market With a Fixed Minimum Price Changeable at Intervals in Terms of Present Currencies—Human Factor a Necessary One—Really a Scaling Down

By CHESTER W. BIGELOW

IT is estimated that there is approximately \$9,500,000,000 of gold in the world in use for monetary purposes, Japan and the United States, with a total of about \$2,700,000,000* between them, are the only nations which are today upon a true gold basis. It is only in these nations that payment of gold is freely made upon demand with no restrictions upon its exportation. The remaining \$6,800,000,000 of gold is held by various nations which have, in some way, repudiated the true gold standard. Either their currency is not redeemable in gold upon demand, or there is in effect some other restriction, such as an embargo on the exportation of gold. Consequently, there is but \$2,700,000,000 in gold which is free to come and go as it will. The balance is locked up very largely inert and idle, held by the various other nations in the form of reserves.

This is an anomalous situation. Never before, perhaps, was there greater need for production than exists today. But production depends upon commerce, and commerce, in turn, depends, to a great extent, upon sound money. The need for gold throughout the world was never more intense. Yet upward of 70 per cent. of the world's stock is practically idle.

The heritage of the twentieth century was machine production and the division of labor to a degree that had never before been dreamed of, and, unavoidably, along with it, there came increased necessity for commerce and trade. To just the degree that individuals or nations came to specialize in the production of particular things, their deficiency in all other things was magnified. So that commerce and trade, to the end that their products might be distributed and their needs satisfied, became as inevitably a part of the modern system of production as is the trunk a part of a tree. Modern production can no more flourish upon a disorganized system of commerce than can the foliage and branches of a tree upon an unhealthy trunk.

GOLD MUST MOVE FREELY

Production is the crying need of the moment. Men and nations are productively organized to a high degree of specialization, a scheme of production which absolutely necessitates commerce and world-wide diffusion of the world's production. The lack of a sound, effective medium of exchange is one of the fundamental deficiencies of the situation. Yet there is \$6,800,000,000 of gold trapped in the vaults of the world, held as a reserve, to be put to work at some future time when its use will be sufficiently unnecessary so that only its

moral support will be required. Real gold money is the only one which the commercial world knows and understands. Silver as a standard has been abandoned by most of the principal countries. It offers no hope in the present situation. Credit, however ingenious, is but a clever means of utilizing gold; never yet has it continuously and successfully replaced and eliminated it. Gold is unique, and, in the present state of the world's advancement at least, there is no known method of otherwise effectually discharging, or of dispensing with, the functions which it serves in commerce.

When commerce functions properly, commodities flow at will to that point where the necessity for them is greatest. There they find their greatest utility and are consumed. Gold, a commodity itself, is the substance which cuts and thins the commodity stream, keeping it fluid. It is comparable to the lighter volatiles in crude oil, the substances which keep the whole mass liquid. If they be distilled away, the remaining substance becomes viscous, and so much the less liquid. Similarly, gold locked up in vaults is of no use in assisting the general commodity distribution. To accomplish this it must be permitted to diffuse itself freely; to come into contact with other commodities so that it may be exchanged for them at will and find its natural value equilibrium. Thus it is enabled to perform its functions as a common denominator of value and as a standard of deferred payment. Its actual physical circulation is not essential to the general commodity circulation except in relatively small amounts. Credit payable in gold most easily and readily serves this purpose. But, curiously enough, this relatively slight free circulation of gold, particularly in international trade, is the one indispensable feature of a true gold monetary system. If it is removed and freedom of circulation is prevented, the system breaks down.

To remedy the present situation, free gold markets throughout the world, similar to the present London market, have been suggested. This market, however, deals only with current production, practically, and, while other similar markets would be desirable, it is not believed that dealings in current production alone would be sufficient to regulate the situation. The commerce of the world before the war was using approximately \$7,770,000,000 of gold, and its value had become practically stabilized upon the tacit assumption that this amount, together with the usual accretions due to current production, would continue to circulate. If now this amount is to be reduced 70 per cent., to say nothing of the reduction due to decreased production, it seems that its value must be enormously increased before it again finds itself in equilibrium with other commodities. This would mean many years of hard, difficult

readjustment throughout the world, a period of falling prices and business depression. If possible, this should be avoided.

Certainly, proposals for stabilization of the present depreciated exchange value of gold as against other commodities do not seem feasible. Gold cannot be entirely denied a market. Any nation which maintains specie redeemability of currency and permits the exportation and importation of gold provides an absolutely free market. And no nation today will voluntarily abandon these principles so long as it is able to maintain them. Even assuming their total abandonment by international consent, clandestine trading in and smuggling of gold would be impossible of entire suppression. Consequently, it seems inevitable that gold will seek and find its natural value equilibrium as compared with other commodities. It does not seem possible that it can be stabilized at its present or at any other artificial value as compared with other commodities. The value of gold should be left to shift for itself since it is bound to do so in any event. More, every facility should be provided to enable the natural forces to operate as easily as possible. What every one is most concerned with is not gold, but currency.

FOR FREE GOLD*MARKETS

Having these considerations in mind the problem of utilizing the world's gold stock, of stabilizing the value of depreciated currencies and exchanges, and of furthering soundness of commerce and trade generally, appears to be two-fold; first to assist and facilitate as gradually as possible the restoration of the natural value equilibrium of gold as against other commodities, and second to tie the various currencies of the world to gold in some fashion so that advantage may be taken of its relatively stable value.

Briefly, the plan by which it is proposed to accomplish these ends consists in the establishment of free gold markets throughout the world, with the various nations and their respective stocks of gold the principal controlling factors. It is proposed that each nation should throw its gold stock upon the market and set a price upon it in terms of the national currency, and that they should similarly enter the market at a slightly lower price and buy gold with their currencies.

The details of putting such a plan into operation would, of course, vary greatly in different nations. Where the gold reserve is held by the National Treasury, as was the case in the United States during the greenback period, the Government could operate either directly or through a fiscal agent. In the case of a nation whose gold consisted of the reserves of a central bank of issue, the

method of operation would be quite different. Details as to methods and enabling legislation in individual cases would differ greatly. Some provision, however, in the nature of a restriction upon the activities of the Government or fiscal agent, it is believed, would be generally desirable. There is no means of determining in advance what the real, stabilized gold value of the depreciated currency of a particular nation will work out to be. Its present value is roughly that which is indicated by the rate of exchange with the United States. But the obstructions to trade and to the natural operations of the gold standard which have resulted from the war and the methods employed to finance it, have been so great that it is impossible to gauge the eventual values of the various currencies. Still, it is desirable to grope toward this eventual value, whatever it may be, by means which will result in as steady and gradual a change as possible in the current value. For this reason it is proposed that there be established a program of minimum selling prices of gold extending over a period of time, a program which could be adjusted and extended from time to time upon the expiration of such intervals. To establish any program of maximum prices would be manifestly impracticable for the present at least. In other words, it is proposed that the rate of appreciation of the value of the currency should be limited, while further depreciation, should it develop, would be permitted to run its course.

HOW IT WOULD WORK

A concrete example will illustrate the proposed plan. Say the rate of exchange between London and New York is \$3.87 per £1, which means that the owner of English currency in London can buy with it in New York approximately 100 grains of pure gold for £1 9s. in Treasury notes. Let us assume that the Bank of England enters the gold market in London and announces that for the next six months it will sell gold at a rate of not less than £1 10s. per 100 grains (£s. is added to the New York price to somewhat more than compensate for the interest, freight and insurance costs that would be incurred in the importation of gold from New York to London). No guarantee is offered that the Bank will sell gold at this price, but merely that it will not sell it at a less price in the period named. Thus it is assured that, so far as the Bank's operations are concerned, the exchange value of the currency will not be increased during this period to a price above \$3.87 per £1. Assume that, for the present, the actual selling price is set at £1 10s. and that there is also set a buying price of £1 9s. 11d. per 100 grains, at which the Bank stands ready to purchase gold with currency. As gold

*All figures as of the end of the last fiscal year, June 30, 1920.

comes into the market, it is sold to the Bank, and payment is made in Treasury notes at the buying rate. On the other hand, as gold is required for use in the arts or for export, it is sold at the selling price. If the incoming and outgoing gold approximately balance, these prices may be held indefinitely. If it develops that a greater amount of gold is being sold than is being purchased, the selling and buying prices are each raised a small amount, say 1d. or 2d. per day, until the incoming and outgoing gold do approximately balance. The third possibility, i. e., an excess of gold offered to the Bank at the bid price, is unlikely to arise for some time to come. Assuming that it should, either of two policies might be adopted: First, the Bank could maintain its bid price and accept all gold that was offered, thus fortifying itself against the possible necessity of a rise in the selling price at some future time; or, second, the bid price might be dropped while the selling price was maintained at the fixed minimum. In general, since stabilization is the end to be desired above all else, the first alternative would be preferable. Should it for any reason, however, be found inexpedient and the bid price were dropped, gold would be offered in the open market below the Bank's fixed minimum selling price, and the Bank would temporarily be unable to dominate the situation. When finally the six months' period had expired, if such a condition still existed, it could be taken into account in fixing the minimum selling price over the next interval. When fixing the minimum selling price, it would be desirable to estimate as closely as possible the lowest price which could be maintained, and fix the minimum at or slightly above that figure. Then, if possible, this price should be held for the period. Increasing the selling price would be resorted to only as absolutely necessary. In this way the minimum price would gradually come to be regarded as the fixed price, though actually there would be no guarantee that it was to be maintained.

The actual direction of the governmental activities would, of course, re-

quire great judgment. Natural corrections that operate automatically when a nation is on a true gold basis would be lacking in some circumstances and, where it was impossible to afford relief by other legislation designed to take the burden of regulation, it would be necessary to carry it out through the operations in the gold market. To illustrate, the importation of commodities which meant employment for labor, such as raw or semi-manufactured materials, or the importation of manufactured articles which, while indispensable, could not be economically produced in the particular country would be desirable. On the other hand, the importation of luxuries and fully manufactured articles in general would not. In the one case a drain of gold from the country might well be permitted without increasing the sale price, while in the other it would be inadvisable. To avoid the necessity for this sort of discrimination, for example, importation embargos might be established against the importation of certain commodities. From time to time other supplementary measures of a similar advantageous nature might be devised to cope with other difficulties, if and as they developed, so that, as far as practicable, the gold market could be relieved of the control of such matters and be left to operate more and more without unnatural restriction, as it did in pre-war days. The ideal to be aimed at, of course, would be to achieve a practical working substitute for the automatism inherent in the operation of the true gold standard.

THE HUMAN FACTOR

The necessity for human control which is contemplated by the proposed plan may logically be offered as an objection to it. The same objection, however, might also be urged with respect to the arbitrary adjustment of central bank discount rates. The opportunities for unwise regulation or, worse yet, manipulation for personal profit, are very similar in either case. The adjustment of the discount rate is recognized as a powerful means in normal times of correcting international trade conditions when neces-

sary. Eventual correction would probably ensue in any case, but it would be so belated and its effects so violent that it has been found expedient to replace the sluggish automatic methods of nature with an artificial sensitive means governed by human intelligence. In the same way may we not assume that gold will eventually regain its position as the premier money commodity, and that a gold parity for each of the depreciated currencies will ultimately be arrived at? And is it not reasonable to supplement natural methods by arbitrary measures even though their success admittedly depends upon the exercise of a high degree of intelligence and integrity?

An objection which may be offered is that the idea is simply one of scaling down, and that it is practically repudiation. This is true, but essentially repudiation was effected when the gold standard was abandoned, whatever form it took, whether in the discontinuance of specie payments or restrictions upon the exportation of gold. The holder then of an amount of depreciated currency would be no worse off than under the conditions which exist at present. A franc, for example, is worth \$.076 in gold in the United States, according to present rates of exchange. Recognition of this fact by the French Government and the Bank of France, and a willingness to pay an equivalent amount of gold for it, would not work further hardship upon the holder. On the contrary, besides having the virtue of an honest recognition of an existent condition, it would offer him the conveniences of a real standard of value, a standard for which he must now depend upon New York, London or other free gold market. The best such a holder can hope for in any event is eventual resumption of the old standard. Would it not be to his interests, then, to return, so far as found advisable at least, by some definite pre-arranged plan, such as would stabilize the exchanges and all that depends upon them, in the meantime?

There seems to be no reason why this plan, if it be practicable at all, could not be adopted by as many or as few nations as might see fit. In other words, its suc-

cess would be in no way dependent upon international co-operation. There is in Great Britain today a free gold market. There gold is bought and sold exactly as any other commodity might be. Certainly the functioning of this market does not appear to be interfered with in any way, because similar markets do not exist throughout the world. And there is no apparent reason why operations by the Government, should they be undertaken, should alter the situation in any way. During the years 1862 to 1879 the United States was on a paper basis, specie payment was suspended, and a free gold market was in full operation. Moreover, from 1864 on, the Government was frequently in the market as a seller of gold. It was, in fact, the sale of Treasury gold which broke the gold corner on the New York Stock Exchange on "Black Friday," Sept. 23, 1869. This certainly affords one instance where Government participation in a free gold market had a stabilizing influence.

By way of conclusion, it should be pointed out that it would be unreasonable to expect this or any other scheme of a purely monetary nature to remedy conditions which are essentially due to unsound national fiscal policies. Neither a nation nor an individual can persistently permit expenditures to exceed income and still avoid bankruptcy. If a policy of indefinite further inflation were to be adopted by any nation, it would be as well frankly to recognize it at the outset and abandon any hope of ever returning to a gold or any other standard. Expenditures must be limited in the long run to the revenue derived from taxes. Given the assistance, however, of measures of a sound, constructive nature, such as were advocated by the Brussels Conference, i. e., abandonment of further inflation, increased taxes, high discount rates and other measures of a similar nature, it is believed that the proposed plan would be of assistance in furthering commerce and trade. Once they were again on a sound basis, these other measures could be maintained with less and less of hardship and difficulty as the years went on.

The Legislative Week in Washington

Special Correspondence of The Annalist.

WASHINGTON, April 30.

SENATOR MOSES of New Hampshire has introduced a resolution in the Senate for the investigation of the men's clothing industry in New York, Philadelphia and other large cities.

Announcement has been made by Senator Cummins that an investigation of the railroad situation will be started by the Interstate Commerce Committee of the Senate on May 10. Railroad executives will be the first witnesses called.

Hearings before the Ways and Means Committee of the House on American valuation in connection with the permanent tariff measure will be started Tuesday, May 3.

The China Trade act, intended to place American business men on an equal competitive basis with the nationals of other countries in China has been adopted by the House in a form said to be satisfactory to the business interests.

The German reparations offer has been received by the State Department, and is reported to be unsatisfactory to France and England. Officials felt that the chances of making it the basis of an early agreement were unfavorable.

The President's Cabinet has promised to give aid to agriculture through the Federal Reserve system and farm loan banks. W. P. G. Harding, Governor of the Federal Reserve Board, has started a tour of inspection. Controller Crissinger indicated that national banks would be asked to adopt a policy which would make more funds available for farmers' relief and less available for purely speculative purposes.

The Senate has passed a bill authorizing the Secretary of the Treasury to

designate depositories of public moneys in foreign countries.

Secretary of the Treasury Mellon has announced that negotiations will be resumed soon looking to the refunding of the foreign loans. Representatives of Great Britain are expected to be among the first to come to this country to discuss ways and means.

The Senate Finance Committee has changed the currency valuation clause of the Emergency Tariff bill, so as to provide for the collection of American duties on the foreign market or export value, whichever is the higher.

Representative Flood has introduced a bill authorizing the Interstate Commerce Commission to issue railroad mileage books of not less than 1,000 miles at a reduction of 33 1/3 per cent. from present rates. A similar bill putting the reduction at 20 per cent. has been introduced in the Senate by Senator Spencer.

The Kellogg bill, authorizing the President to regulate the license landings of submarine cables in this country, has been adopted by the Senate and sent to the House.

Definite action forecasting the final adoption of a national budget law early in the session has been taken by the Senate in passing the McCormick bill without a rollcall.

Declaring that legislation was necessary to protect the country against an impending flood of German dyes, Senator Knox has proposed to the Finance Committee an amendment to the House Emergency Tariff bill that would continue wartime control of the dyestuff imports pending enactment of a permanent tariff law.

The Judiciary Committee of the House

has reported favorably a bill permitting organization by farmers, ranchmen, dairymen and fruit growers for the purposes of collective marketing.

A communication from the Secretary of War has invited the attention of Congress to the fact that 201 patents pertaining to ordnance had been issued by the Patent Office to German citizens, all assigned to Frederick Krupp of Essen, Germany. The Secretary has recommended corrective legislation.

The Agriculture Committee of the

House has started hearings on Representative Tincher's bill to regulate grain exchanges dealing in futures. Mr. Tincher has told the committee that his bill would drive gamblers from the market and prevent manipulation. Members from cotton-growing States have indicated that a separate bill dealing with cotton exchanges probably would be introduced.

Investigation of the administration of the Federal Reserve act since its pas-

Continued on Page 407



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China Trade Act to Aid American Business in the Orient

Passage of the Measure Which Has the Endorsement of Secretaries Hughes and Hoover Seems Assured Now That the Naval Appropriation Bill Has Been Sidetracked For It—Growth of Trade From 6 to 17 Per Cent. and Increase of American Representation From 48 to 313 Firms an Argument

Special Correspondence to The Annalist
WASHINGTON, April 30:

THERE appears to be an excellent chance of the so-called China Trade act, for which many representatives of business have put up a hard fight in the past, becoming law early in the present Congress. A strong drive to obtain legislation of this kind is now being made, and consideration of the Dyer bill, which was adopted by the House in the last session but failed to reach consideration by the Senate, has received preference in the House, debate on the Naval Appropriation bill having been interrupted for that purpose. That in itself was extremely favorable, as it was one of President Harding's recommendations that the appropriation bills be got out of the way without unnecessary delay.

The act has the endorsement of Secretary of State Hughes and Secretary of Commerce Hoover. Its purposes are (1) to promote trade and commerce with China and create and develop markets in China for articles of commerce exported from the United States; (2) to provide a means whereby citizens of the United States may form corporations therefor; (3) to regulate such corporations as to keep them at all times in control of individuals who are citizens of the United States, and (4) to provide for the proper conduct of such corporations.

CHINA TRADE GROWING

In recommending the adoption of the bill, the Judiciary Committee of the House of Representatives which had conducted an investigation into the facts, made some interesting declarations. Before the European war there were only three or four important American firms located in China, and our percentage of China's foreign trade amounted to but 6 per cent., the balance going to Great Britain, Germany, France and Japan, with small amounts to various other countries. Under the stimulus of the war and also due to the fact that European markets were closed, American merchants were able to gain a substantial foothold in the foreign commerce of China, our percentage at the present time being about 17 per cent., or \$287,000,000 for the year 1919. The number of American firms interested in China as indicated in the membership of the American Chamber of Commerce of China at Shanghai, has increased from 48 in 1915 to 313 in 1920.

The committee found that the difficulties of these American firms now engaged in the China trade are largely due to the fact that China is an ex-

territorial country, which means that all foreign merchants doing business in China must, by treaty, do so under their own laws and regulations. This is due to the fact that the young Republic of China has not yet codified her laws and modernized her courts to the extent that foreigners may become subject to them. Practically every country interested in China trade, and this applies especially to our strong competitors, has adopted special laws for the control and promotion of its business in China. America has never done this and, as a result, American companies doing business in China are subject to the conflicting corporate regulations of the various forty-eight States and our Territories. This factor, it is found by the committee, handicaps us specifically as follows:

HOW WE ARE AFFECTED

First—There is no uniformity, none of the State laws being adapted to foreign trade purposes and, several of the State incorporation laws being lax, they permit the promotion of a great deal of undesirable business very damaging to our prestige with the Chinese business men.

Second—Our chief competitors in China are the British, Japanese and French, who have enacted special regulations governing their companies in China, exempting them from the operation of home income and excess profits taxation. This places the American firm at a disadvantage, since it cannot build up the necessary reserve to carry over the years of depression and uncertainty.

Third—The operation of the home income and excess-profits taxation under the various State regulations, upon our companies in China, prevents the Chinese business men from forming joint enterprises with American business men. The Chinese are now striving to develop their country industrially and are anxious to co-operate with American merchants who are experienced in the management of industries on a modern basis. Since this Chinese capital coming into an American company is taxed the same as the American capital, the Chinese are forced to invest in British and Japanese companies, thus throwing the resulting purchases of equipment and other business to those countries instead of the United States. The British have taken advantage of this desire of the Chinese business men for Western experience and management and have built up much of their great business in China by attracting Chinese capital. The lack of a uniform, high standard American corporation law governing our business in China debars us from these partnerships with the Chinese, and this co-operation is the outstanding element in the new development of China.

Since China is the only country where we operate to any great extent under extraterritorial treaties, a general law, it is held, will not and can not solve the problem of American business development in China. Furthermore, the present period of depression combined with famine conditions in China will not permit delay if we are to hold our position and take advantage of Chinese friendship for Americans and American institutions. If we cannot obtain the assistance our trade is certain to recede to the unimportant position it occupied before the war.

The recent revival of American trade with China may mislead some to think commercial relations with that country are of short standing. Such a supposition is not borne out by history. One hundred and forty-three years ago an American ship visited Canton, China, with such good results that a regular trade followed. American clipper ships were an important factor in the commerce of China from the visit of that first vessel in 1778 to 1860, when our

commerce was driven from the seas by the development of the British merchant marine. During the height of the period along about 1825 American shipping and trade led in the Far East.

OFFICIALS IN FAVOR

China occupies a stretch of territory one-sixth larger than continental United States. Her population is four times as large as our population and her climatic conditions and natural resources are quite similar to ours. For years, through the work of our missionaries and educators and the operation of our open-door policy, we have been building up a great asset of good-will toward America on the part of the Chinese people. They know that America has no designs on their territory, and that the close commercial relations of the two Republics will do much to strengthen China and enable her more successfully to cope with the aggressors who do have designs on her territory.

The China Trade act, the committee holds, has the full support of our American officials who have worked so long and faithfully to cement the relations of the two countries. Dr. Reinsch, for six years our Minister to Peking, has supported this legislation constantly in dispatches to the State Department and gave testimony in its support.

Some idea of the importance of the China trade to America is given in the following figures of the trade between the two countries taken from the Chinese customs reports:

	Taels.
1904.....	56,269,000
1909.....	65,054,000
1914.....	80,643,000
1919.....	211,000,000

This means that the trade between the United States and China has nearly quadrupled in fifteen years, and gives some idea of future possibilities if we can be placed on even footing with our competitors. American trade with China largely centres in Shanghai. The trade standing of the four principal nations in the Shanghai trade for 1919 also speaks eloquently for American enterprise in that part of the world. The figures are as follows:

United States	\$194,906,000
Japan	156,832,000
Great Britain	129,147,000
France	45,607,000

The question of whether Congress has power to pass this bill has received much consideration by the committee. It is apparent, the committee asserts, that the corporations sought to be created are not designed to engage in a business in exporting or importing merchandise from or into China, but are expected to conduct business in China of a character domestic to that country, such as erecting and operating factories, electric light plants, telegraph, telephone and railway lines.

While these corporations are designed to serve domestic trade in China, their real purpose is to aid in building up a market there for the sale of American merchandise. The situation in that country is peculiar, because of its undeveloped industrial system. Every American firm engaged in domestic business in China purchases a large quantity of American goods, not only for his own use but also for the people of that country. Great Britain and other countries are engaged in building up trade with China by this very method. There are a number of Americans in China engaged in this work. Until recently they were able to incorporate and carry on their business under English laws, but lately these laws have been so changed that all corporations created under them must be

controlled by citizens of Great Britain; and as such they are operated in the interest of the British foreign trade.

SURE OF CONGRESSIONAL POWER

In dealing with the Chinese people the committee holds, it is very important that the corporation should be authorized by the national Government instead of under the laws of some State. The Chinese as a rule are friendly to this country, but they know very little of our States and their system of laws.

Within its delegated powers, it is held, Congress has the undoubted right to pass laws to govern and to aid its citizens while in a foreign country. In the Edge law Congress authorized the creation of corporations with power to aid foreign commerce by loaning money or credit to the purchasers of American merchandise in foreign countries. In making such a loan these corporations are not engaged directly in the export or import trade, but they are aiding such commerce and serve as an instrument for that purpose.

The word "commerce" in the clause of the Constitution granting to Congress the power to regulate it has received the broadest possible construction, the committee asserts. It means not only commerce in its more limited sense, but intercourse. Corporations formed under this bill will be engaged as American citizens in dealing with the people of China, and the charters that are authorized will serve as instrumentalities for intercourse with the Chinese people. The framers of the Constitution no doubt intended that all power of intercourse with foreign nations and their citizens should rest with the Federal Government. The power to aid our citizens under circumstances such as this would seem to be an attribute of sovereignty possessed by every independent nation. This power clearly does not belong to the States. Under treaty with China we have a right to trade with that country and we have our own courts to administer American law there. Charters granted under legislation such as this not only grants a privilege but its effect, we have a right to believe, will be to govern our people in conducting business in China so as to protect them and to protect the Chinese people from being exploited by irresponsible persons. The adoption of this legislation, with its many salutary restrictions upon business methods, the committee contends, should tend to safeguard our own people and preserve the goodwill of the people of China who may share with them in their enterprises and thus aid in building up and maintaining our foreign commerce with China.

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1921

Undamaged Foundations Promise Revival of European Trade

An Optimistic View of the Former Belligerents Which Ignores Paper Money and Government Bonds but Considers the Great Natural Resources Which Are the Base of All Industry—The Future Role of the United States Forecast as an Investor in Foreign Land and Raw Materials

By EDWIN C. ECKEL

AT a time like the present, when depression and uncertainty make up the surface of things all over the world, it is well to look below that surface and take account of the solid foundations on which our industry and our civilization rest. If we think only in terms of currency inflation and Government debts, of taxation and indemnities, we are dealing with things which are discouraging, but fortunately not permanent. If, on the other hand, we turn to consideration of such matters as coal and iron resources, petroleum and copper and wheat, we are then taking up the really essential and permanent and encouraging features of the matter.

And so, if we are trying to discover what are the real prospects for the reconstruction of Europe and for the revival of its industry and commerce, we will do well to start with consideration of the important material foundations upon which such reconstruction and such revival will be founded. For the real wealth of Europe does not lie in its overabundant supply of paper money or in its Government bonds; it lies in its great resources of coal and iron and oil and other raw materials. And, as we will see, though these various raw material supplies have, in some instances, been charged in political ownership by the World War, they have not been destroyed by such changes. The coal and iron and oil fields of Europe remain, undamaged by the shock of war, the real foundations for European trade revival.

PLENTIFUL COAL SUPPLY

The basic raw material of all our present civilization, the original source of all national wealth and power and prosperity, is the supply of coal. And on that point, though we may justly take pride in the fact that our own country is the richest in the world, so far as its coal reserves are concerned, we must not overlook the fact that Europe contains still some seven hundred and fifty thousand million tons of unmined coal. That is about one-third as much as still exists in North America, but it is one-sixth of all the known coal reserves of the world. And this European coal supply is still almost four times as great as the coal reserve of Africa, Australia and South America together. These three new continents must receive their development by the help of the coal supplies of Europe, of North America, and later, perhaps, of Asia. For that reason any development which takes place in Africa or South America helps directly to restore European trade and prosperity. My personal opinion is that this new development will come about very soon, and that it will take place very importantly in Africa, and particularly in the French colonies of the north. These colonies are fitted by climate for white colonization; they have great agricultural possibilities; they have important mineral deposits; but they have no coal. Their manufactured necessities will therefore be largely of European origin.

The ultimate guarantee for the debts of Europe, the ultimate warrant for expecting a revival of European trade and industry, are these seven hundred and fifty thousand million tons of unmined coal. And the same thing is true in a more specific case, in which the whole world is now interested. For the coal reserves of Germany are, in the last analysis, the surest guarantee that Germany will, in one way or another, pay all of the indemnities that have been demanded. I say "in one way or another," for obviously there are two clear alternatives, though as yet the new German

rulers do not seem to have realized that fact. But in reality the German Government can choose one of two things. It may decide to keep its coal fields, in which case it can readily pay all that has been asked. Or it may decide to allow the Allies to continue occupation of the coal regions, in which case the operation of Westphalian coal mines and steel plants for allied account can be made to pay more than the indemnities demanded. In either case the cost of the four years of war will fall upon the coal resources of the country which brought that war upon the world.

Next in importance to coal as a source of wealth and power is, of course, iron ore. And on that point also Europe may view the future with confidence, for, so far as we know, that continent still contains more than one-third of all the iron ore supply of the world. And in that connection it is well worth noting that just about half of all this European supply is in Lorraine, where more than five thousand million tons are estimated as still unmined and available for use. We may further note that this general Lorraine-Westphalia region is one of the cheapest steel producers of the world, if not indeed the cheapest of all. And that is the case, regardless of the flag that happens to float over the region at any given moment. The fact that all of Lorraine is now French, while Westphalia is still nominally German, does not alter the really important basal fact that the assemblage of coal and iron ore can be made more cheaply in that general region than in any other very large producing district in the world. This fact does not affect America so far as our home markets are concerned, but it will have a very serious influence on the possibilities of retaining any large share of our recent export markets in steel and iron products.

WEST ASIAN OIL FIELDS

With regard to petroleum, which, for the moment, may rank third in importance among the basal raw materials of our civilization, Europe has a curious and interesting position. Before the World War that continent produced about one-quarter of the world's petroleum supply. Of this the bulk came from Russia, which accounted for about two-thirds to three-quarters of the European total. The remainder came in about equal quantities from Galicia and from Rumania. Very unimportant amounts were produced in Germany, France and Italy. During and since the war we have come to realize that in Western Asia, but directly tributary to European markets, there are still larger unworked oil fields. As Mexico falls off in importance these new Old Continent fields will more than take its place.

Now, in following out this brief summary of European mineral reserves, we have seen that Europe has ample supplies of the three important raw materials on which all of our modern industry is based. There are, in fact, supplies not merely ample for European use, but so large that they can serve as a basis for revival of European export trade in very many lines. What we must realize in this connection is that the war put the United States into a very favored position as regards all of these matters, but that this position is, in many regards, accidental and temporary. During the war the conflict raged over many of the mining and manufacturing regions of France, Austria and Russia; so that our own unharmed and undisturbed mines and factories were able to find markets which are ordinarily closed to us. Now the war is over, and, as normal trade conditions appear, we will find

that some of these temporary war markets are entirely lost to us and that others may be held only under serious competition. For that sort of readjustment we have got to be prepared, for we will find that our next period of prosperity will not be an exact duplicate of the last one. . . . differ less in the profits we make on our exports than in the kinds of goods and products on which those profits are made.

At the moment we are passing through a period of extreme business and industrial depression; and all the world is paying heavily enough for the damage done during five years of world intoxication. As prosperity comes again, we will get back to a world trade, not of the kind that we experienced during the years 1914 to 1920, but to trade of the older pre-war type. We will find a Europe again manufacturing most of the products needed, and buying very cautiously the products that cannot be manufactured there, or that cannot be manufactured as cheaply or as well as we can. On that account we will probably find our chief exports in those things in which we have superior natural advantages, or superior ability.

Thanks to protective tariffs, we will supply our home market with products of a new type, for I look to see a marked development in such things as the chemical industries. But as regards foreign markets we will probably not sell coal to Europe; we will probably not sell much in the way of heavy steel products; we may, because of the increasing scarcity in our own supplies, not sell as much petroleum and its products as we did in the years before the war. As against these we do have certain products which we can sell anywhere in fair competition. The most important of these among the natural raw materials is, of course, the metal copper, whose present unfortunate trade position is purely temporary. And along with that we have manufactures in lines such as machine tools, mining machinery, farming machinery, leather goods, electrical machinery—in all of which we have superiority of one sort or another. And it is along these lines that we seem likely soonest to re-establish a sound and prosperous export trade.

FOREIGN EXTENSION

There is some reason for hoping that we are nearing the end of the long uncertainty as to European affairs. The early part of this month is likely to

mark the end either of German resistance or of allied patience. After that date we will know definitely whether Westphalia is to be a part of Germany or an allied possession. In either case the Westphalian coal will be mined; and, in either case, it is that coal which, directly or indirectly, will pay the costs of the war. And with that uncertainty once ended the world will gradually come back to trade and industry of normally prosperous type—not the mad and overdone expansion of the war period, but something more nearly resembling the conditions of the decade before the war. Its chief difference, so far as we are concerned, will arise from the fact that the United States is now a creditor nation; that fact will necessarily bring about a vast extension of American interests in foreign countries, and in American ownership of foreign mines and mills.

This last phase of the subject is, in truth, the one in which we are all likely to become interested, directly or indirectly, since it will afford the principal means of utilizing profitably the immense credit balances that the United States as a nation and its citizens as individuals have managed to build up in the European countries. This credit balance will be in part reduced, it is true, by increased purchases of foreign commodities; it may be further reduced by increased purchases of foreign securities. But the profitable thing, in the long run, will be to utilize it by buying land and raw material supplies in Europe, and using these as a basis for American-owned mines, mills and factories. And in this connection it is well to keep in mind that land values have not increased in Germany, France or Italy as fast as exchange rates have fallen, so that even today we can purchase factory sites or similar properties abroad at less than their 1913 prices when we figure the cost in American currency.

George L. Burr has been appointed a Vice President of the Guaranty Trust Company. Mr. Burr came to the bond department of the Guaranty in October, 1916, and was appointed Manager in July, 1919. In October, 1920, when the Guaranty Company of New York was organized, Mr. Burr served as a Vice President.

Elisha Walker, President of Blair & Co., Inc., has been elected a Director of the United States Mortgage and Trust Company.

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Is France to Become a Great Consumer of American Coal

Falling Production in Europe Due to Destroyed Mines and Decreased Productivity of Labor Will Force France to Look Elsewhere for Coal—Great Britain's Output Dwindling and No Longer Able to Supply Her Neighbor—Momentary Surplus in a Revival of Industry Would Turn Into a Shortage—U. S. Only Country Left to Supply Demand

Special Correspondence of *The Annalist*.
PARIS, April 30, 1921.

A FEW months ago the French newspapers, the street-corner conversations and the speeches in the Chamber of Deputies were full of the "crise du charbon," or coal shortage. Prices were advancing to fantastic levels and small manufacturers were cutting their output for lack of fuel. Plans of far-reaching scope and long maturity were made for the replacement of coal by oil, and for the supply of the latter by means of pipe lines to the great industrial centres. The direst threats were leveled at Germany if she refused to deliver to France the coal provided for in the treaty.

The market has now turned a complete about-face. Dealers are carrying enormous stocks of coal, for which no demand appears to materialize. The pipe-line companies, with the exception of two, have been abandoned. Prices in some cases have fallen 70-100 francs a ton without attracting any support, and the decline has turned into a panic, as the unwillingness of consumers to buy persists.

The question of direct and immediate interest is whether this situation should be taken to mean that France has definitely turned the corner with regard to her coal supply, or whether this amelioration is only temporary. In the latter case it would be of considerable business value to the coal and shipping industries of the United States to watch developments and take advantage of them when the time comes.

To say definitely that France is, or is not, on a normal basis with regard to her coal supplies, it is necessary to know what was considered normal before the war, and how the present range of normalcy compares with the pre-war range. The first part of the investigation is simple: before the war for several years France's consumption of coal was relatively constant, being roughly 63,000,000 tons per year. Of this amount 40,000,000 tons were provided by her own production, the United Kingdom sold her 10,000,000 to 12,000,000 tons, Germany about the same amount and Belgium some 4,000,000 tons. The United States then exported practically no coal to France. This production was allocated among the big sources of consumption in France about as follows: Metallurgy absorbed some 16,000,000 tons, the railroads 8,000,000, industry about 17,000,000, households, small shops and farms about 11,000,000, and there were miscellaneous uses, such as bunker supply, gas-making, generation of electricity, and the like, absorbing 10,000,000 to 12,000,000 tons.

There are three important factors which affect the present situation as compared with that of 1913, the first being the general decline in the production of coal in Europe, particularly in France. On the other hand, France has received certain coal-bearing territory by the terms of the treaty, notably Alsace-Lorraine and the Saar Basin, and, finally, the present business depression, by cutting down the output of industrial plants, has decreased the active demand for coal. By considering the changes these factors have made in the standard of "normal" coal supply as compared with pre-war "normal," we shall be in a position to say how near or far France is to normal.

Considering first item, Europe's production of coal at the present time is believed to be 30 to 40 per cent. less than in 1914. The causes assigned for this are decreased productivity of labor, owing to the strategic position into which it has manoeuvred itself during and since

the war; destruction of coal mines in certain countries; periodic strikes in the principal producing countries, the secular decrease in the productivity of coal fields owing to the exhaustion of the thicker and shallower seams; and the loss through war or emigration to other industries of large numbers of skilled men, whose places have had to be filled by less skilled miners. In Europe, where proportionately less coal is mined by machinery and more by hand than in the United States, the last factor is very important.

All these conditions have operated to cut down French production, and more particularly the destruction of coal mining equipment. The result has been a decline in output from 40,000,000 to 42,000,000 tons before the war to a present rate of some 22,000,000 to 24,000,000, a cut of roughly 45 per cent. The same causes have operated in the principal countries which formerly exported coal to France, reducing their surplus production available for this purpose. In this way England's sales of coal to France have dropped to an annual rate of some 5,000,000 tons, those of Germany, including the cessions provided by the treaty, have increased to a present rate of some 12,000,000 tons annually, compared with 7,500,000 last year, and Belgium's exports to France have fallen to some 1,200,000 tons per year.

Lorraine's production amounted to approximately 3,800,000 tons per year before the war, but with the drop in productivity it now turns out only 2,500,000 tons, which are all consumed by the local industries, which require even more coal. The Saar Basin might be counted upon for about 13,000,000 tons annually, but the decline in output has been especially marked there. No separate figures are available for its present production, but they have been incorporated into the total French production given above. In any case, its addition to French coal resources is more than counterbalanced by the decline in the production of the Nord and Pas-de-Calais fields as a result of their destruction by the Germans, from a pre-war output of 27,000,000 tons to 10,000,000 tons.

Exclusive of the United States, there was in the early part of 1920 an apparent supply, compared with the pre-war normal supply amounting to 63,000,000 tons, of some 40,000,000 tons. Only two courses were available for reducing the resulting shortage of 23,000,000 tons. One was to stimulate the German deliveries of coal and the other to buy from the United States, hitherto kept out of the French coal market because of the high transportation charges. It was also true that American industries consumed much of the production, leaving only 25,000,000 to 50,000,000 tons available for export.

In the Summer of 1920, for the first time, American coal appeared in large quantities on the French market. Beginning with a few scattered shipments by irregular dealers, the volume of American coal importations reached 200,000 tons a month at the maximum, or the equivalent of 2,400,000 tons a year. It is thus seen that the actual volume of this trade was by no means commensurate with the comment that it had excited, and it must also be considered that this trade fell off considerably since the Fall of 1920. At the time, however, it served admirably as a stop-gap for the temporary needs of French industry.

The shortage in the French coal situation, however, would never have been bridged by this means alone had not the slump that started at the end of last year cut down tremendously the demand of

the nation for coal. Considering the balance sheet of the coal consumption of France, previously outlined, it is found that the demands of metallurgy and industry for coal, which amounted to a "normal" of 33,000,000 tons, have been cut in half, reducing the actual shortage by fully 16,500,000 tons. Even in the more stable requirements, such as those for household use and for gasmaking, the high prices and the continued fall of purchasing power have cut down the consumption of coal, transforming an acute coal shortage into a plethora of the commodity.

The basis of an improvement, then, is a reduction in the demand for coal. Stocks on hand are large, but in the event of a great revival of industry they would merely serve as a buffer to tide over the recurrence of a shortage. The fact remains that, measured by a pre-war standard of "normal" supply of coal and normal consumption, France at the present time shows a shortage. However, under the existing standard of "normal" supply France shows surplus, which is resting heavily on the hands of the coal market, and which she is disposing of by way of exportation to Italy and to some extent to Austria and England.

The situation is altered by the fact that the productive capacity of France, and hence its potential demand for coal, has been greatly increased during the war. While actual statistics are lacking, electrical generating stations have increased their capacity by over 450,000 horse power, or about 50 per cent. of their pre-war capacity. If the factories of France should begin working at full capacity again a greater demand for coal would be created than "capacity production" required before the war, and the actual shortage of coal in France, which is temporarily masked by the industrial depression prevailing, would reassert itself. Especially would this be the case, as both production and imports of coal to France are decreasing, and exportation of Ruhr and Saare coal to other countries to lessen the surplus is increasing.

The practical implication of this situation is that a revival of industry in France would reveal the existence of a shortage. As in 1920, no means of solving the difficulty even by a makeshift would exist, except to buy heavily from the United States. Great Britain is withdrawing further and further from the French market because of its dwindling production, even apart from the

present strike, and because of difficulties of payment. Great Britain has promised France to cut its export prices, which are the basis of the profits of its industry as at present organized, but only on condition of cutting its deliveries to France in half. This, as will readily be seen, would add another 2,500,000 tons to the French coal shortage. America would, therefore, be relied on more than ever to supply the necessary coal, and therein would be an additional source of strength for the coal industry and the shipping industry, which depends to a great extent on coal shipments from the United States.

Growth in U. S. Trade with Mexico

THE fiscal year which ends next month will create a record in the foreign trade of this country with Mexico, according to a statement issued by the National City Bank of New York. Exports from the United States, which averaged less than \$50,000,000 prior to 1917, increased to \$107,000,000 in the fiscal year 1918, \$120,000,000 in 1919, \$144,000,000 in 1920, and will be approximately \$280,000,000 in 1921.

Imports from Mexico have also shown a large growth, but not nearly as much proportionately as the exports. The total imports from Mexico, which prior to the oil period averaged about \$75,000,000 per year, were \$112,000,000 in the fiscal year 1917, \$158,000,000 in 1919 and will be \$170,000,000 in 1921.

Petroleum is the largest factor in the growth of our imports from Mexico, and supplies necessary for the production of petroleum are taken in exchange for the enormous quantities of oil sent to this country.

The amount of crude petroleum imported into the United States from Mexico for the fiscal year 1921 will amount to nearly 6,000,000,000 gallons, compared with 4,500,000,000 gallons in the calendar year 1920, 2,250,000,000 gallons in 1919 and 1,500,000,000 gallons in 1918.

Not only has our trade with Mexico shown a very rapid gain, but we are at the same time enjoying a greater percentage of her foreign trade. Prior to the World War the United States supplied less than one-half of the merchandise entering Mexico, the remainder coming chiefly from Europe, but now this country supplies over 85 per cent. of Mexico's imports and receives 95 per cent. of her exports.

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Translating a Balance Sheet Into Words of One Syllable

An Analytical Key Which Will Enable Even the Layman to Read a Business Record From the Compilations of the Accountant—The Relations of Various Factors Compared on a Percentage Basis and Scaled Within Desirable Limits

By W. S. S., Jr.

TODAY business organizations are experiencing the trying times and absorbing the shocks incident to the change from abnormal to normal conditions. We have already witnessed the most precipitous decline in most of the primary commodities in the wholesale markets in the shortest space of time on record. This pressure of lower prices in the primary essential commodities is, in turn, being transmitted to and affecting the secondary and other lesser essential commodity markets. This will go on until the place is reached where there will be a proper relationship established between these different classes of commodities on a basis of the readjustment level of the business cycle.

We find the products of the primary essential class moving slowly from the production centres to the consumers; products of the secondary class moving more slowly, and the products of the less essential classes moving most slowly, fac-

Analysis Key		
1	Ratio of Current Assets to Current Liabilities	= Degree of liquidity.
2	Ratio of Reserves to Total Assets	= Degree of conservatism.
3	Ratio of Cash to Current Liabilities	= Cash position.
4	Ratio of Fixed Assets to Net Worth	= Apportionment of Stockholders' interest.
5	Ratio of Receivables to Sales	= Collection policy.
6	Ratio of Merchandise to Sales	= Size of inventory.
7	Ratio of Sales to Net Worth	= Activity of stockholders' investment.
8	Ratio of Debt to Net Worth	= Relation between money-interest of Creditors and that of stockholders.
9	Ratio of Sales to Fixed Assets	= Vitality of Fixed Assets.
10	Ratio of Profits or Deficit to Capitalization	= Degree of profitability of business.

tories in the last class being practically at the point of complete shut-down. With such conditions confronting business to-

day it can readily be seen that the best brains, thought and experience are required to keep any business on its feet.

The evolution of the present-day business organization has been slow. It dates back to the time when individual ownership was the prevalent form of doing business, subsequently followed by the partnership form, and later by the corporation form. Then business activity was divided into four phases—production, marketing, accounting and finance. This evolution has now progressed to such a point that, in the modern business chain, we find developed in a scientific and satisfactory manner the links represented by the production man, the sales manager and the controller. But, on the other hand, we find that insufficient attention has been given to the all-important financial link. The Treasurer is the one who should head the financial

Example No. 1

Large and popular Tire Co.; balance sheet Oct. 31, 1920

ANALYSIS	Actual Condition	Desirable Limits	COMMENT
1 Current Assets = \$65,895,193 Current Liabilities = 49,806,494	= 132% 200%		This signifies that there is but \$1.32 of Current Assets for every \$1.00 of Current Liabilities. There should be at least \$2.00 of Current Assets for every \$1.00 of Current Liabilities.
2 Reserves = 1,716,575 Total Assets = 169,012,832	= 1% 3%		This indicates that there is only 1c. of Reserves for every \$1.00 of Total Assets. Conservatism would demand at least 3c. of Reserves for every \$1.00 of Total Assets.
3 Cash = 2,178,509 Current Liabilities = 49,806,494	= 4% 25%		This denotes there is 4c. of Cash on hand for every \$1.00 of Current Liabilities. This is a very weak cash position. There should be at least 25c. of Cash on hand for every \$1.00 of Current Liabilities.
4 Fixed Assets = 103,117,639 Net Worth = 111,597,519	= 92% 50%		This shows that there is 92c. of Fixed Assets for every \$1.00 of Net Worth.
5 Receivables = 12,519,035 Sales = 188,866,024	= 6% 10%		This registers that the Receivables on hand amount to 6c. per \$1.00 of Sales, and also that the Receivables equal 22 days' business. Both of these elements indicate a good state of collectivity. There should never be more than 10c. of Receivables for every \$1.00 of Sales.
6 Merchandise = 51,197,649 Sales = 188,866,024	= 27% 30%		This indicates 27c. of Merchandise on hand for every \$1.00 of Sales; Merchandise equals about 90 days of business, and a merchandise turnover of about 4 times per annum. This is normal a showing. Merchandise should not run over 30c. per \$1.00 of Sales.
7 Sales = 188,866,024 Net Worth = 111,597,519	= 169% 200%		This reflects there was \$1.69 of Sales for every \$1.00 of Net Worth. This is very sluggish. There should be at least \$2.00 of Sales per \$1.00 of Net Worth (Stockholders' interest).
8 Debt = 55,698,000 Net Worth = 111,597,519	= 49% 30%		This points to there being 49c. of Debt for every \$1.00 of Net Worth (Stockholders' investment). There should not be more than 30c. of Debt for every \$1.00 of Net Worth.
9 Sales = 188,866,024 Fixed Assets = 103,117,639	= 182% 300%		This signifies there was \$1.82 of Sales for every \$1.00 of Fixed Assets. This is much too small; there should be at least \$3.00 of Sales for every \$1.00 of Fixed Assets. Volume of sales does not make the plant investment worth while.
10 Deficit = 2,046,731 Capitalization = 132,050,000	= 1½% 15%		The operations of company were conducted at a loss equal to 1½c. on every \$1.00 of Capitalization. Normal profits should have been at least 15c. on each \$1.00 of Capitalization.

SUMMARY

The above analysis discloses the following:

Danger Points.

- 1—A poor business balance.
- 2—Lack of conservative reserves.
- 3—Poor cash position.
- 4—Too heavy investment in plant.
- 5—Subnormal activity of invested funds.
- 6—Bad balance between capital invested and capital secured by loans.
- 7—This, together with No. 4, shows that plant has been enlarged more rapidly than net worth (stockholders'

ers' interest), and also that sales activity is not keeping pace with the increase in size of plant.

10—Business operated at a loss instead of a profit.

Normal Points.

- 5—Efficient collection policy.
 - 6—Turnover of merchandise is active enough and is proportionate.
- The above analysis shows a precarious financial condition; there is need for immediate intelligent correction if this company is to be saved from reorganization or worse.

The above analysis shows the following result:

Danger Points.

- 1—Poor liquidity status.
- 2—Absence of reserves.
- 3—Weak cash position.
- 4—A too heavy investment in fixed assets compared with amount of stockholders' investment.
- 6—Merchandise on hand is abnormal, and turnover of same is too small.
- 7—Vitality of the money investment is very sluggish.
- 8—Funds controlled by creditors are greater than money investment of stockholders.

9—Sales activity does not warrant plant investment, and, considered with No. 4, points to an overextended status.

- 10—Profits are much below a profitable return.

Normal Point.

- 5—Good collection policy.

This business is not far from so-called "financial rocks." It has all the "earmarks" of incompetent, old-fashioned management. Here is an example of a company that would be practically impossible to rejuvenate.

SUMMARY

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activity, yet we find that in almost every case he has had no intensive scientific training in up-to-date finance, being merely a figurehead and check signer.

This weakness in the business chain is manifest to any one familiar with the balance sheet of some of our largest corporations. As a result the modern business chain, like the proverbial one, is no stronger than its weakest link. The head of a large accountant firm recently told the writer that he knew of but two corporations which were properly equipped with financial men. Is it any wonder that statistics prove that nine out of ten corporations within ten years after date of formation are found either dissolved, defunct, reorganized or swallowed up by other corporations?

Business under conditions which have existed in the last four or five years went along seemingly well enough, but just as soon as the uphill grade was reached, or, in other words, when the change in the business cycle occurred, business men, from the smallest to the largest, discovered their business in such shape that their credit standing was threatened or in some cases destroyed for years to come. To them the blow appeared to have come from a clear sky without warning. Yet this financial storm had been approaching for many months, and long had been plainly indicated by all business barometers.

The services of the finished financial man are broad in scope, but may be divided into those which are statistical, advisory and administrative. The work along statistical lines requires the compiling and classifying of all useful information having direct or indirect bearing upon general business conditions as well as the particular business. In the advisory capacity he is able to supply and interpret all the facts proved by statistics for Directors and officers, that policies for long-distance planning may be outlined with certainty. In his administrative functions he should act as intermediary between the business and its banks. Knowing what the banks expect and look for his thorough knowledge will enable him so to present the facts that there will not be the least danger of the business not receiving all the accommodation to which it is entitled. When this last divisional perfection in the business organization takes place its benefits will outrank any preceding development. It will open a new era in the life of corporations, and consequently have a stimulating effect on the whole community.

The purpose of this article is to suggest a means by which this work of the financial man may be simplified somewhat and by which a business executive, laying no claim to expert financial training, may yet read from his balance sheet or the balance sheet of competitors more

Example No. 3

Old and well-established Mail Order House; balance sheet Dec. 31, 1920

ANALYSIS	Actual Condition	Desirable Limits	COMMENT
1 Current Assets = \$163,531,811 Current Liabilities = 73,180,074	= 223% 250%		Signifies there is \$2.23 of Current Assets for every \$1.00 of Current Liabilities. There should be at least \$2.50 of Current Assets for every \$1.00 of Current Liabilities in view of quality of Current Assets and character of clientele.
2 Reserves = 3,423,749 Total Assets = 230,668,197	= 1% 3%		Indicates there is 1c. of Reserve for each \$1.00 of Total Assets. There should be at least 3c. of Reserves for each \$1.00 of Total Assets for a sound showing.
3 Cash = 3,263,353 Current Liabilities = 73,180,074	= 4% 25%		Points to Cash of 4c. for every \$1.00 of Current Liabilities. This is very weak Cash condition. There should be at least 25c. of Cash for every \$1.00 of Current Liabilities.
4 Fixed Assets = 67,136,385 Net Worth = 90,554,374	= 74% 60%		Registers that there is 74c. of Fixed Assets for every \$1.00 of Net Worth.
5 Receivables = 47,797,134 Sales = 233,856,872	= 20% 30%		This means that there are 20c. of Receivables on hand for every \$1.00 of Sales. Receivables amounting to 72 days' business. This would not be more than 30c. of Receivables for every \$1.00 of Sales in this class of business.
6 Merchandise = 105,071,243 Sales = 233,856,872	= 45% 25%		This points to their being 45c. of Merchandise on hand for every \$1.00 of Sales; it equals 162 days of business, and an annual turnover of a little more than two times. This is too heavy an Inventory. There should not be more than 25c. of Merchandise for every \$1.00 of Sales, which would equal 90 days' business, and turnover per year of about four times.
7 Sales = 233,856,872 Net Worth = 90,554,374	= 258% 300%		Reflects there was \$2.58 of Sales for every \$1.00 of Net Worth (stockholders' interest). To show a healthy status in this regard there should be at least \$3.00 of Sales to every \$1.00 of Net Worth.
8 Debt = 110,103,823 Net Worth = 90,554,374	= 122% 60%		This points to a Debt of \$1.22 for every \$1.00 of Net Worth (stockholders' investment). This is a strong point of inferior financial management, showing that the creditors have greater interest in the business by 22c. than the legal owners. There should not be over 60c. of Debt for every \$1.00 of Net Worth.
9 Sales = 233,856,872 Fixed Assets = 67,136,385	= 348% 400%		This indicates that volume of Sales amounted to \$3.48 per \$1.00 of Fixed Assets. It means that amount of capital invested in Fixed Assets is not warranted by the volume of Sales. Sales should at least equal \$4.00 for every \$1.00 of Fixed Assets.
10 Profit = 11,746,670 Capitalization = 154,064,373	= 7% 15%		Operations of company were conducted at a profit of but 7c. for every \$1.00 of Capitalization. Normal showing would call for a yield of at least 15c. of Profit for every \$1.00 of Capitalization.

SUMMARY

The analysis shows the following:

Danger Points

- 1—Poor liquidity balance.
- 2—Unprotected reserve position.
- 3—Dangerous cash showing.
- 4—Too great investment in fixed assets for total stockholders' investment.
- 5—Too heavy inventory showing.
- 6—Vitality of unit of money investment is too small.
- 7—Striking example of a poor balance between money supplied business by stockholders and that by creditors.

9—Sales do not warrant plant investment, and, considered with No. 4, show that the organization is overextended.

10—Profits are one-half the minimum return that would reflect a healthy return.

Normal Point

5—A good collectivity showing.

The above analysis shows that the management will have a number of difficult problems on its hands in bringing this business back into proper balance.

Despite Efforts the German Merchant Marine Has Made Up Little of War Loss

THE situation with respect to Germany's merchant marine in 1920 was characterized by two outstanding features, according to an official report just reaching Washington from Berlin. There was a well-nigh complete surrender of the German overseas carrying fleet under the terms of the Treaty of Versailles, and vigorous efforts were made by the old navigation companies to resume their former connections and lay the foundation for the re-establishment of their network of lines in various parts of the world.

At the outbreak of the war Germany had a fleet of 4,935 ships aggregating in round numbers 5,240,000 gross registered tons. Deducting the deliveries of tonnage under the terms of the treaty, there remained for Germany at the end of 1920 approximately 500,000 gross registered tons, of which only 100,000 tons were in ships of more than 1,000 tons, and these were not adapted to ocean traffic. Upon the ratification of peace Germany had about 325,000 tons under construction, of which some 230,

000 tons were reserved for the Allies under the treaty. There were thus left to Germany 95,000 tons. Some of these vessels were completed before the end of 1920 and put into service. Additional orders were placed with the shipyards at subsequent dates, and construction on some 60,000 to 80,000 tons was hastened to completion. It is estimated that the end of the first quarter of 1921 should see 150,000 to 180,000 tons added to the German fleet.

Some German navigation companies, notably the Hamburg-South American Steamship Company and the German East African Line, have put into operation, partly under the German flag, a number of chartered vessels. The chartering business, however, was at low ebb at the end of 1920. During the Summer the idea prevailed at Hamburg that the resumption of German shipping would be accomplished in chartered bottoms. Later in the year there developed a decided tendency against this method, due in the main to the drop in freight rates, long-term charters, which did not com-

port with the desires of the German shippers who preferred shorter terms since they expected to have soon their own ships under steam, and the necessity of paying the foreign crew in an unfavorable exchange.

On Oct. 5, 1920, the Hamburg, a 10,000-ton ship, the property of the German-American Steamship Company, left Hamburg on its maiden trip to the Dutch East Indies. This was the first large steamer built in a German shipyard which reached the hands of its owners instead of being delivered to the Allies. Other ships of smaller tonnage were subsequently completed and delivered to their owners. The inadequate supplies received by the shipyards during 1920 militated against reconstruction work.

The German shipping companies, so far as vessels remained available to them for the purpose, first re-established their routes to the Scandinavian countries and to Holland. Through the loss of her ocean carrying fleet Germany's coasting trade in the Baltic assumed a special importance. A large part of the

information of value than he has customarily been able to find there. Accompanying this article is an analysis key to be applied to the balance sheet of any business, and appended also are illustrations taken from the actual balance sheets of well-known corporations, the names of which for obvious reasons are not disclosed. These require a word of explanation, for it will be observed that the amounts listed under the column entitled "Desirable Limits" are not the same in the three examples nor are the comments attached. In the first place, it must be kept in mind that the limits fixed for the three examples depend to some extent upon the dates of the balance sheet, for relations among the various factors have seasonal variations. Again, among any groups of factors relation which might be desirable for one class of industry would be highly unsuitable for another. No hard and fast rule may be laid down, and in individual instances experience must be the guide, but it is believed that even under such conditions the method here presented will give any one a better understanding of the average balance sheet.

The Legislative Week

Continued from Page 492

sage has been proposed in a resolution by Representative King of Illinois, a member of the House Banking and Currency Committee. The same measure had been introduced at the last session, but no action was taken on it.

The Emergency Tariff bill designed for the relief of farmers and to check dumping of foreign goods has been reported favorably by the Senate Finance Committee. It has been adopted by the House. Chairman Penrose of the Senate Finance Committee said he hoped to have the Senate take up the bill on Tuesday, May 3.

Reports have been received by the Federal Reserve Board, which, according to Governor Harding, indicate that next year's American cotton crop will be within 75 per cent. of this year's total, although at the end of the present cotton year on July 1, there will probably be a surplus of 8,000,000 bales, or nearly a world supply under present conditions.

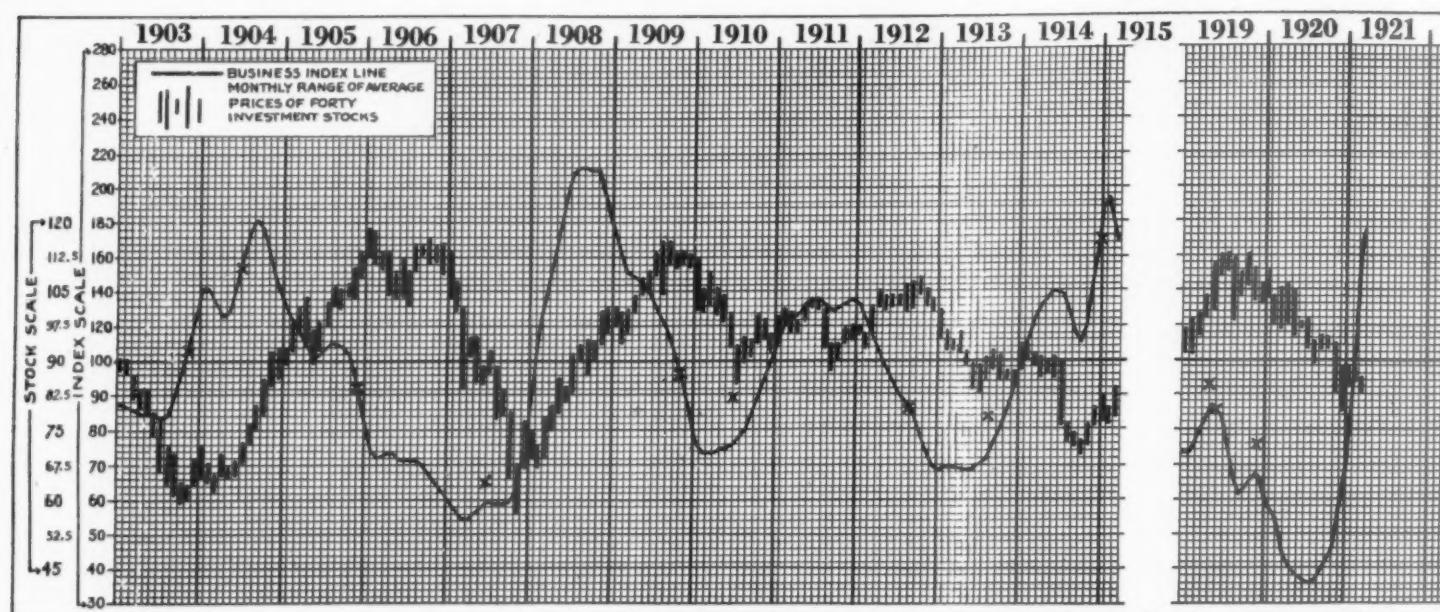
John R. Mitchell of St. Paul has been nominated by President Harding as a member of the Federal Reserve Board. E. I. Lewis of Indianapolis, Chairman of the Indiana Public Service Commission, and J. B. Campbell of Spokane, Wash., lawyer and rate expert, have been nominated to be members of the Interstate Commerce Commission. During the war Mr. Campbell served on one of the regional rate committees of the Railroad Administration. Edward Clifford of Chicago has been nominated to be Assistant Secretary of the Treasury.

Little of War Loss

country's overseas export and import trade was handled through the adjoining countries of Holland and Denmark. During the first part of 1920 good opportunities for freight profits presented themselves. Thereafter the freight market took a very unfavorable turn. As a result of the inroads of strongly backed foreign navigation companies the efforts of the German shipping interests to re-establish their position in the field of ocean carriers were made particularly difficult if not almost impossible.

At the beginning of last December there was a total of sixty-seven foreign steamship lines maintaining regular routes from Hamburg to the principal countries of the world. Among this number were represented several flags which seldom if ever had been seen in that port before the war. The countries represented, together with the number of lines of each, were: English, 22; Dutch, 11; Norwegian, 6; French, 5; Belgian, 4; Italian, 3; Swedish, 3; American, 2; Danish, 2; Japanese, 2; Portuguese, 1; Cuban, 1; other scattering, 5.

The Annalist Barometer and Business Index Line



No change in the forecasts made by THE ANNALIST Business Index Line last November is occasioned by the March Index Number. This has risen again from 123.2 in February to 168.2 in March. It should be kept in mind, however, that the size of the rise has no special significance and that a new forecast can be started only

by a change in the direction of the line, and this has not happened yet.

The forecasts given in November were that the long bear market would terminate in November or December of 1920, that a rally would take place in January and that a relapse would begin in February, after which stocks would start on a steady, though per-

haps slow, upward swing. Apparently this relapse has not been concluded. The February figures of high and low averages prices for stocks scarcely reflected the collapse that had taken place, with 88.14 for high and 85.12 for low. The March figures disclose it more clearly, the high being only 86.66 and the low 82.51.

So far as time has made it possible to check the accuracy of the forecasts given in November, they have been accurate. It was stated then that a revival of business activity should not be looked for before next August, and nothing has occurred since these forecasts were made in November to alter this opinion.

Percentage Relations of Index Numbers at Turning Points in The Annalist Business Barometer

1903		1904		1907*		1907-1908		1910*		1913*		1914-1915		1919*		1919*		1920	
Index Numbers. Actual.	Index Numbers. Required.																		
Aug. 83.7	83.7	Apr. 126.0	126.0	Apr. 53.9	53.9	Oct. 58.7	58.7	Apr. 73.9	73.9	June 69.0	69.0	Oct. 110.0	110.0	Feb. 73.6	73.6	Sep. 61.2	61.2	July 36.4	36.4
Sep. 87.4	84.5	May 128.0	127.3	May 55.2	54.4	Nov. 61.6	59.3	May 74.9	74.6	July 70.0	69.7	Nov. 122.0	111.0	Mar. 77.9	74.3	Oct. 63.3	61.8	Aug. 36.8	36.7
Oct. 96.2	94.5	June 139.0	138.6	June 57.5	59.6	Dec. 71.1	66.5	June 75.5	81.3	Aug. 71.1	75.9	Dec. 153.0	131.8	Apr. 83.3	84.1	Nov. 66.7	68.4	Sep. 40.02	40.0
Nov. 107.8	105.8	July 154.0	152.9	July 59.1	65.6	Jan. 92.0	78.2	July 76.5	89.4	Sep. 74.1	83.5	Jan. 189.0	168.3	May 87.1	92.5	Dec. 65.6	75.2	Oct. 45.95	44.0

*Note that the potential forecasts indicated by crosses in the chart for the years 1907, 1910, 1913 and 1919 did not result, as both chart and tabulations show.

IRREGULARITY still persists in the business situation, but the bright spots are becoming a bit more numerous, and while no big forward movement is expected there is a decidedly improved tone taking the broad view of affairs. Many factors point to the conclusion that the readjustment has progressed to considerable degree, and that the foundation has been established upon which to build up a renewal of activity, both as to trade in this country and abroad. It cannot be denied that there are still many perplexing problems to be solved, but one by one they are working themselves out, and there is nothing now to indicate that there will be any sharply unfavorable developments in the procedure. Evidence continues to come to hand pointing to an easier credit condition, and while the South and the West are still burdened with difficulties in this respect, there is every reason to believe that the extreme tension has passed.

The railroad situation is not by any means satisfactory, but at least it is improving. This has been shown to some extent in the better earnings recorded recently, even though there is interpolated such a disturbing factor as the cut in the Pennsylvania dividend. This, however, represents conservatism and a desire to correct the unfavorable position of the carriers by economy, even though they break long established precedent in dividend record. There is a growing belief that constructive efforts are being undertaken at Washington, and this, together with the fact that many of the employes are showing willingness to accept wage reductions, means perhaps that the turn has come and that from now on the railroads may look forward to distinctly better times.

The security market during the last week plainly evidenced the betterment which is taking place in underlying conditions. Not only was the stock market fairly buoyant, but the bond market toward the close of last week also saw an advance. This, too, was in conjunction with the offering of the \$230,000,000 Burlington issue. This was easily absorbed, but was not doubt in large part due to the refunding character of the operation. Still it was, nevertheless, an index to a better situation throughout the country. It is probable that with this offering out of the way the path will be open to other financing which has been temporarily held up, and possibly to some foreign financing.

The question of prices is still receiving close attention, a greater resistance to decline being shown in various quarters. Retail prices have not yet equalized, in the extent of recession, the drop which has taken place in the primary markets, and it is probable that further cutting will eventuate. The price question is, however, closely allied with labor costs, and it is undoubtedly the failure of wages to give way generally which has halted the price reductions. It is not improbable that some drastic changes in wage scales may be made within the next two weeks, since in many instances the margin between wage costs and selling prices is very small.

Stocks

THERE is no denying that the stock market last week presented a better front than for a long time. The railroads gained ground, mainly because of the impression that constructive measures are about to be put in effect which will tend to solve the problem. Furthermore, there were reports that the contention as to wages might work out along lines which would prevent any serious clash between the roads and their employes. All of this tends to heavier buying of the rail shares.

The trend in the industrials was not so marked, more irregularity being shown. Furthermore, the action in certain groups was conflicting, as, for instance, when some of the oil shares moved forward while others were under pressure. This indicated that the industrials were still under the influence of such considerations as bore special relation to individual stocks.

In the mean, however, the market continued to be up-beat of a character, with some picking up of odd-lot business which would presume a trace of public participation. There was, however, no great confidence that the market was preparing for a decided rally. The conditions underlying the business structure would naturally make for an increase in confidence and a reflection of this in the stock market, but there is grave doubt as to whether the credit facilities would be available to finance any extensive move on the upward side. Speculation has been so sternly frowned upon in its exaggerated form that the stock market would be more apt to creep forward than to go up rapidly and the advance would be correspondingly more secure.

Undoubtedly the floating supply of stock in many issues has been greatly depleted through investment purchasing, and this fact taken in conjunction with the extent of the short interest, by no means small, places the market in a firm position to resist raiding tactics. Also the effect of adverse annual reports for the last year has been very largely nullified. This is not to say, however, that some issues may not suffer in the market, as unfavorable developments as to dividends and the like take place. Before the Summer has passed it is probable that a number of the industrial companies will have reduced their dividends in conformity to a policy of conservatism and conservation of assets.

Bonds

THE bond market during the past week seemed quite oblivious to rather far-reaching economic conditions which assumed more or less definite shape in the course of the periods trading. The German indemnity seems to be slowly, but very surely, approaching a settlement, and at least negotiations have reached the stage where discounting of their effect has begun; sterling exchange reached a new high for the year at 3.95%; gold is continuing to pour into this country in such force as to tax the capacity of the mints, and Pennsylvania Railroad dropped its dividend rate to 4 per cent.

In spite of these developments, and the lowered Bank of England discount rate, very few changes of levels are to be recorded, and even in the Pennsylvania list a certain steadiness of both bonds and stocks rather absorbed, but reacted to the action of the Board of Directors.

This action is quite in line with good operating and financing. Steps of this sort have been found necessary by some of the leading roads, and the recent action of the Chicago & Northwestern in reducing their preferred dividend from 8 per cent. to 7 per cent. and their common from 7 per cent. to 5 per cent. is a case in point. The reducing of the dividend at this time strengthens the bondholders' position by conserving in some measure the surplus equities of the road.

The outstanding development of the railroad market for the last week was the formal opening of the books on the Northern Pacific-Great Northern joint fifteen-year convertible 6 1/2 per cent. bonds, due in 1936.

Previous to this the offering had been announced, and for weeks the investment market had awaited the definite appearance of this issue. Because of its tremendous size (\$230,000,000) it has quite overshadowed the other rail issues for the time being and has brought about a general adjustment of the market not only for the issue to new holders, but the conversion of the old B. & Q. Joint 4s into this new refunding loan. Practically the entire investment structure of this company is at work on the flotation of these bonds and because of the present market conditions in spite of the high character of this security, it is thought by those best in touch with affairs that it will not exactly sell itself, but that some effort will be necessary to put it safely away in the strong boxes. The difficulties encountered bring up in sharp relief some of the obstacles which have prevented a brisk buying market. Reports from bankers in industrial sections, particularly those outlying New York, are practically unanimous to the effect that their local demands are preventing the accumulation of any surplus fund for investment. Moreover, the withdrawal of deposits are fairly large due to the fact that the industrial situation is bringing about unemployment and potential small investors, such as formed the backbone of the Liberty Loan, are practically nonexistent as far as this issue is concerned. Naturally, the weight of this flotation caused a little sag in the market, and an undertone of weakness was quite noticeable throughout the week. The Pennsylvania Railroad 6 1/2s were down at 94 1/2, the general 4 1/2s sold off to 93 1/2 and the gold 7s were none too strong at 100. The Northern Pacific 4s were quite inactive at 74 1/2 and the 3s remained in the vicinity of 54. The New York Central 7s were quite active between 98 1/2 and 99 1/2, and the debenture 6s were quite inactive at 88. The Big Four refunding and improvement 6s went off slightly to 81. There was marked activity in the Canadian Northern 7s, but it was not sufficiently sustained to send the price a full point over 100. The Southern Pacific convertible 4s were steady at 78 and fractions, while the first refunding 4s went off slightly to 75. There were, however, indications this last week of some signs of potential improvement in the situation of the railroads as a whole. The March earnings statements issued by many of the systems showed slight, but none the less hopeful, increases in net, and displayed marked economies of operation as compared with the same period a year ago. Moreover, the Railroad Labor Board is expected to hand down within a short while its decision on the wage question, and it is confidently looked forward to as being favorable to the operators. These influences were felt mainly in the stock market, where increases of a general nature, rather than sporadic, were noted in the prices of the stocks.

The foreign Government list was quite unmoved during the last week, and in several quarters indicated strength. The French Citics 6 per cent. were stronger on the whole, and the Japanese Government 5 per cent. were up to 86 1/2 and still displaying the consistent strength that has featured them for some time, although this was not their high point for the year. The Swiss Government 8 per cent. were slightly weaker, dropping back to 103 and fractions. The Norwegian 8 per cent. were still around 100, with little activity, and the Belgian 8 per cent. were slightly weaker. The 7 1/2 per cent. were subject to some pressure and reacted favorably for about half a point. The 8 per cent. of 1925 were the strongest of the list, gaining over a point. The Kingdom of Italy 6 1/2 per cent. showed a stronger position, as did the Dominion of Canada issues. The United Kingdom 5 1/2 of 1937 gained several fractions, and the whole list was evidently stronger.

The industrial and public utility markets were quite inactive, and there were very few

Money

A REDUCTION in the Bank of England discount rate from 7 to 6 1/2 per cent. was one of the outstanding developments of the last week. This event was foreshadowed in a reduction of the discount rate on British Treasury bills a few days before, which was the second in some six weeks. The easing of the British rate was an index to better conditions in the international money market, and brought about a considerable degree of comment in this country, where the British rate has been watched with interest, since any change there might possibly be advance news of a change in the Federal Reserve Bank rate here. It had been expected that the British bank rate would not come down until there had been a settlement of the labor difficulties in England. To this extent, then, the lowering of the discount rate may indicate that the labor problem is closer to solution than appears in cables to this country.

The interesting point is as to the relation, if any, between the Bank of England rate and the Federal Reserve discount rate. Thus far there has been no intimation that the discount rate at the New York Federal Reserve Bank would be reduced, but the reserve ratio has been steadily rising, and the belief is growing that a reduction would not be unwise at this time. The argument against a reduction in the rate in New York is summed up in the hypothesis that a lower rate is not feasible until there has been a greater degree of betterment evidenced throughout the country at large. This may be true to some degree, but it would not be a surprise to many if the rate in New York should drop within the next four to six weeks.

For the time being, however, the money market shows little sign of easing, and last week call funds ruled between 7 and 8 per cent. On Friday call funds renewed at 7 per cent., the highest since April 19. Firmness in the call money market, however, was governed during the latter days of last week by the approaching May 1 requirements and the building up of funds to meet the demand. It is not unlikely that the coming week will see another period of easier rates. While call money has been ruling firm, the fact remains that the trend as evidenced by the easier rates which have prevailed since the first of the year, is toward more free accommodation. The supply of money for Stock Exchange purposes was not by any means large last week, the day to day requirements being filled, but scarcely more.

The position as to call funds is largely a matter of the attitude of the out-of-town banks. The present high rate may be more or less artificial in character as a means of holding money at this centre. When the rate drops funds are quickly withdrawn or turned into bills and vice versa, when the rate rises the money comes out of bills and is available for call purposes. This situation will undoubtedly continue for a considerable period, especially since there will shortly begin to be the movement of funds toward the agricultural sections.

The improvement in the Federal Reserve situation as to ratio has been largely a result of the heavy imports of gold from all sections of the world. Since April 1 imports

have been in the neighborhood of \$65,000,000, and still more are coming. The Federal Reserve gold holdings now total higher than ever before in history, and should the present rate of accumulation continue this country would have an uncomfortably large portion of the gold stocks of the world. There is a question not only as to what is causing the import of gold in such heavy quantities at this time, but also a question as to what is to be the effect on this country and the countries abroad. It is generally believed that the importation of gold represents a strained credit condition of the foreign countries to the point that they are unable to arrange purchases of even necessities in this country without shipping gold in payment. This might make a check on deflation here, should the gold be other than an inactive metal reserve as opposed to a basis for credit expansion. In this matter the Federal Reserve Bank holds the key and it may be that only a moderate reduction in the discount rate will be possible since a low rate might make for expansion of the loan account through heavier rediscounts.

Foreign Exchange

THE foreign exchange market of the week was swayed absolutely by the course of events bearing on the reparations question. As this seemed favorable or unfavorable to France or Germany, so wavered the course of the exchange rates on the two countries. The other Continentals moved somewhat in sympathy with French or German exchange, as the case might be. Apparently throughout the week there was a heavy speculation in all of the leading exchanges, notably so in French francs and in sterling.

The forward movement in sterling carried the price to the highest that has ruled since July 2, 1920, and French francs moved up to 7.74% on Friday, the highest price that has prevailed since July 28 of last year. The high on sterling was 3.95% on Thursday, and this was repeated on Friday. The range for the week was between 3.94 and 3.95%. In the case of sterling the firm under-ton was sufficient to offset whatever heavy offerings there were in the market. Contrary to what might normally have been expected to be the case, the reduction of the discount rate of the Bank of England had no effect whatsoever on the sterling exchange. Possibly this was because of the fact that reduction was so small, as compared with the previous rate, that there was no possibility of it making for a withdrawal of funds, but probably the explanation under the circumstances is more nearly approximated by saying that, for the time being at any rate, the discount rate and sterling are completely disassociated.

The upturn in French francs was largely a result of the discussion of the reparations question and the evident determination of that country to get the full measure of the return due her from Germany. It was noticeable that, when the happenings of the week were in the least unfavorable, francs eased off very materially. The offerings at such times were undoubtedly speculatively impelled, but they nevertheless indicated a high degree of sensitiveness in the exchange market, since the fluctuations were so wide.

Italian exchange followed an erratic course, strength and weakness succeeding each other in a disconcerting manner. The range for lire was between a low of 4.83 and a high of 4.90. Marks also followed a puzzling sort of a course. For instance, on one day both marks and French francs advanced at the same time, the move in each case hingeing primarily on the reparations situation and apparently portraying the conflicting views as to the result of the deliberations on the two countries involved.

Greek exchange dropped to a new low record for the year. The disinclination of the Allies to associate themselves in any degree with the Constantine Government is one of the big factors making for depression. Furthermore, it is impossible that this situation will not alter, hence it is being argued by some that Greek exchange will continue to ease off unless, perchance, there is a decided change in the attitude of the Greek people toward Constantine.

The South Americans also went into low ground for the year, but there was a moderate recovery on Friday. The adverse credit situation as related to South America continues to be the outstanding feature in causing depression of these exchanges.

Iron and Steel

THERE has been some improvement in the iron and steel industry in the last few days, but it has not been of a character to indicate any general revival of business. In fact, steel men are coming to the belief that business this year will be far be-

low anything that has been experienced over a considerable period. Some even are inclined to think that there will be no definite trend for the better for seven to eight months. This may be a gloomy view of the outlook, and one that is not entirely justified, but for the moment at least the favorable factors in the steel industry are difficult of discernment.

The report of the United States Steel Corporation for the first quarter of the year was a striking commentary on conditions. This showed that earnings in March were only half of the January total, indicating that there had been a heavy falling off in operations. If this was true of the Steel Corporation it is certainly apparent that the independents were conducting their business at very low ebb indeed. The largest producer had the advantage of a back log of forward business of very ample proportion, something which could not be said of the independents.

In part, the recent activity of the steel mills was brought about by the increased demand for material from the automobile companies. This business, however, is of uncertain quantity since there is no telling how long the present boom in the auto industry will continue. It might be safely assumed that the increase of orders from this quarter represented a seasonal demand, which may die out as the Summer advances.

The price level in the steel industry shows little change from day to day, and it would seem that something of a stabilization had been struck temporarily, at or near the Steel Corporation's schedule. As a matter of fact, present prices hold little in the way of attractiveness for the independent manufacturers, and even the Steel Corporation, as is shown by the March earnings figures, is not doing over well. This leads naturally to the conclusion that there will have to be either a price readjustment or a wage reduction. It is probable that the latter will come into effect within a short time, though nothing has been announced on this point. In the recent remarks of Eugene C. Grace, President of the Bethlehem Steel Corporation, there was, however, a clear intimation that wages would be reduced.

Textiles

MERCHANDISING developments of importance continued lacking in the textile industries last week. Business was good in several directions, but the character of the demand, as well as its size, was not sufficiently different from that of recent weeks to warrant any particular comment. Tariff talk again filled in the gaps to no little extent.

About the nearest thing to a feature which the week could produce in the cotton goods trade was the report from the Middle Western automobile tire centres that some buying of special tire ducks was again being done. This business had been stagnant for many months, and its revival, however small it may have been, was held to be indicative of a generally better feeling in the commercial world.

A firmer feeling prevailed in the unfinished cottons during the week, more especially in printcloths, but not enough business was done to cause any excitement. At least one of the standard brands of bleached cottons will be priced this week, possibly today, and the trade is showing considerable interest in what the new figure will be. The last price made on this brand, which was done early in the year, was 17½ cents. Some of the jobbers have gambled on a substantial reduction from that figure, however, and have lately been offering the goods to the retail trade at 16 cents.

Slow production of sample pieces, which is holding back the operations of the manufacturing clothiers is regarded in some quarters of the woolens and worsteds trade as an obstacle in the way of a normal duplicate business in Fall lines of these goods. Just what effect this slow production will have on deliveries is not yet known, but it may well result in another, but much smaller, flood of cancellations. With memories of the chaotic conditions following the cancellations during the last Fall season before them, the manufacturers are doing their best to speed things up. In the dress goods end, salesmen now on the road with Fall lines continue to send in a steady stream of fair-sized orders. Very few retailers show any disposition to plunge, even though the indications point to a good season for "fancies."

The slowing down of the demand for raw silk, with the resultant offering of several varieties at concessions by the dealers in the primary markets, has made buyers of silk fabrics cautious again. The domestic mills seem to be well covered with the raw material, and are unwilling to keep on buying unless the fabric buyers show more of a disposition to "loosen up." Operations for Fall are under way, but the uncertainty of the future, due to the easing off of the raw silk markets, has kept the demand from reaching any sizable proportions.

So far as international activities in the linen trade are concerned, they are mostly devoted by buyers to obtaining prompt shipments of merchandise now on order, with an idea of beating the increase in tariff rates. In this country there is a hand-to-mouth business being done, but not much of it. The trade generally is in a kind of "don't care" state of mind at present.

Buyers of burlap show very little interest in the market, which is quiet and barely firm at the last decline.

Shipping

LOWER wages on American ships became effective on May 1. A reduction of 15 per cent. in wages and a sweeping change in the working rules, resulting in the virtual elimination of overtime pay, were agreed upon by the shipowners on the Atlantic, Gulf and Pacific, after Admiral Benson, as Chairman of the Shipping Board, had informed the marine engineers and seamen that it would be necessary for them to accept a cut of this percentage. The shipowners had proposed a reduction of about 25 per cent., but they agreed to accept the wage scale fixed by the board as a compromise. In the note acquiescing to the reduction, the shipowners declared that the action had been taken, fully realizing that the cut would not enable them to meet the foreign competition.

Inasmuch as the Marine Engineers' Beneficial Association has steadfastly refused to accept a cut in pay, it is anticipated that there will be a general tie-up of American ships, provided the ship's officers are able to carry out a strike order. Doubt is expressed by the shipowners as to the ability of the marine engineers to tie up the vessels, because there are more than three thousand qualified officers now seeking employment. Unless there is some unexpected development, qualified officers now seeking empl-

ment, it seems that there will be a clash between the two sides.

Announcement has been made that the Shipping Board will allocate the Centennial State and the Blue Hen State, two of the 322-foot combination freight and passenger liners built by the New York Shipbuilding Corporation for the Emergency Fleet Corporation, to the United States Mail Steamship Company for the New York-London passenger service. The ships, originally designed without any steerage accommodations, are to be converted to care for 650 third class passengers. They will be substituted for the Old North State and the Panhandle State, which will be turned over to the Ward Line, which will service from New York to Spain via Cuba.

Two new transatlantic steamship companies have been formed. The American Transatlantic Line, having acquired the ex-German passenger liner Philippines from the Shipping Board, has announced that it will start service from New York to Libau and other Baltic ports in May. Negotiations are said to be under way for the acquisition of other steamers, but nothing definite has developed thus far.

The Inter-Continental Transports, Ltd., has been formed in Canada for the purpose of operating a fleet of twelve freight ships from Canadian ports to Liverpool, London, Bordeaux and Antwerp. The line is a combination of Canadian and Norwegian interests, and it is understood that each interest is to put six cargo carriers in service. The first sailing of the new line is scheduled for the middle of May.

While the Shipping Board is operating at a loss, the gross earnings per ton of the Government-owned fleet are increasing. During the month of January the Government-owned merchantmen showed gross earnings of \$2.01 per deadweight ton. This increased to \$2.45 during February and advanced to \$2.54 in March. By virtue of the ending of the rate war on the Atlantic, it is anticipated that the report for April will show more profitable conditions. However, the increase in the earnings may be attributed in a measure to the policy of tying up ships for which profitable cargoes cannot be found. The Shipping Board has withdrawn a total of 650 steel ships. It is not thought that the laying up will progress much further because shipping conditions are somewhat improved.

Secretary of Commerce Hoover has announced that he favors a liberal interpretation of the Seamen's act, and this has encouraged the shipowners. They think that the attitude of the Government will be more favorable under the Harding Administration, and the statement of Secretary Hoover has heartened them to believe that there will be some support of the movement to amend the LaFollette act. A bill has been introduced in Congress making it permissible for American-flag ships to serve liquors to passengers after the three-mile limit has been passed. It is not known, however, what chances the bill has of being enacted.

The demands of the International Seamen's Union for the abolition of the Sea Service Bureau and the preferential shop have been rejected by the Shipping Board and by the shipowners. Admiral Benson has advised Andrew Furuseth, head of the seamen, that the various sections of the LaFollette act should be enforced as long as they are on the status books. The attitude of the unlicensed personnel in the negotiations for a renewal of the wage agreement has been very much more conciliatory than that of the officers.

The Federal Reserve Board, in its official publication, has made a study of the American invisible trade, as shown in the passage of freight money. It has estimated that the ship trade balance was in favor of the United States during the year of 1920 to the extent of \$188,000,000. In making this estimate, however, several approximations were used which made the final figure somewhat inexact. In the pre-war days, the balance of trade, insofar as freights were concerned, was substantially in favor of foreign-flag fleets.

The United States Mail Steamship Company has given new names to two of the ex-German liners, which have been chartered to the company by the Shipping Board. The Powhatan has been renamed the Hudson, and the Antigone will be called the Potomac. The plans and specifications for the reconstruction of the Mount Vernon have been finished, and it is anticipated that the Agamemnon will follow this swift liner to the repair yards.

On May 3 the Orbital of the Royal Mail Steam Packet Company's fleet will sail from Southampton for New York, inaugurating the Royal Mail's transatlantic passenger service.

Offerings of the Week

Northern Pacific-Great Northern, \$230,000,000 joint fifteen-year 6½ per cent. convertible gold bonds, to be dated July 1, 1921. Offered by J. P. Morgan & Co., First National Bank, New York; The National City Company, Guaranty Company of New York, Bankers Trust Company, Harris, Forbes & Co., Lee, Higginson & Co., Mechanics and Metals National Bank, National Bank of Commerce, New York, American Exchange National Bank, Central Union Trust Company, The Equitable Trust Company, Brown Brothers & Co., Kidder, Peabody & Co., Dillon, Read & Co., Halsey, Stuart & Co., White, Weld & Co., Spencer Trask & Co., J. & W. Seligman & Co., Blair & Co., Inc., E. H. Rollins & Sons, Clark, Dodge & Co., Hayden, Stone & Co., Lazarus Freres & Kiesel, Kinnicutt & Co., at 96½ and interest, to yield approximately 6¾ per cent.

The Twin State Gas and Electric Company, \$1,000,000 ten-year secured gold notes, dated March 1, 1921, offered at 97½ and interest, to yield 8.37 per cent., by A. H. Bickmore & Co., New York.

Town of Greenburgh, Westchester County, N. Y., Union Free School District, No. 3, \$50,000 registered 5½ per cent. bonds, dated May 1, 1921, due Nov. 1, 1929-40, exempt from all Federal income taxes and New York State income tax, legal investment for savings banks in New York. Offered by Bontrager & Co., New York, at prices to yield 5.20 and 5.35 per cent., according to maturity.

City of Philadelphia, Pa., \$1,000,000 school district 5 per cent. gold bonds, dated May 2, 1921, due Nov. 1, 1931-50, exempt from all Federal income and Pennsylvania State taxes, offered at prices of 101.22 and 102.34, according to maturity, to yield 4.85 per cent., by Harris, Forbes & Co., Montgomery & Co., The National City Company and Graham, Parsons & Co., New York.

Province of British Columbia, \$3,000,000 five-year 6 per cent. gold bonds, due April 25, 1926, offered by Halsey, Stuart & Co., Inc., New York, and Carstens & Earles, Inc., Seattle, at 93.84 and interest, to yield 7½ per cent.

Standard Tank Car Company, \$1,550,000 serial 7½ per cent. gold equipment trust certificates, dated April 1, 1921, maturing every six months until April, 1931. Offered by Spitzer, Rorick & Co., at prices to yield 8 per cent.

Oklmulgee County, Okla., \$472,000 5 per cent. road bonds, dated Dec. 15, 1916, due serially Dec. 15, 1921-35. Offered by Bonbright & Co. and Clark, Williams & Co., New York, at prices to yield from 6.50-6 per cent.

East Hartford, Conn., \$450,000 5½ per cent. coupon water bonds, exempt from all Federal income taxes and Connecticut State taxes, due from May 1, 1922, until 1931. Offered by R. M. Grant & Co., at prices to yield about 8½ per cent.

Compagnie Du Boeo, Societe Anonyme (Santa Rosalia French Copper Mines) 8 per cent. serial gold debentures, dated March 1, 1921, due annually 1926-30. Offered by Chandler & Co. and John Nickerson Jr., New York, at prices to yield about 8½ per cent.

Hampden County, Massachusetts, \$500,000 5½ per cent. bridge notes, dated May 1, 1921, due Jan. 1, 1924, exempt from all Federal income taxes and Massachusetts State taxes, legal investment for savings banks and trust funds in New York, dated April 15, 1931-41. Offered by Estabrook & Co., Hannahs, Ballin & Lee, New York, at prices to yield 4.95 to 4.85 per cent., according to maturity.

City of Syracuse, N. Y., \$1,332,000 5 per cent. school and sewer gold bonds, 5½ per cent. street and improvement gold bonds, exempt from all Federal and New York State income taxes, legal investment for savings banks and trust funds in New York and all New England States, dated May 1, 1921, maturing from 1922 to 1941. Offered by Eastman, Dillon & Co. and Hornblower & Weeks, New York, at prices to yield from 5.50 to 4.75 per cent., according to maturity.

Current Publications

IN A BOOKLET issued by the United States Steel Corporation is a statement delivered by E. H. Gary, Chairman of the Board of Directors, at the annual meeting of the stockholders, April 18, 1921, in which is given in full the principles and policies of that corporation.

The Guaranty Trust Company of New York has published the first number of a pamphlet entitled "The Guaranty Survey," which will take the place of their semi-monthly publications, "American Goods and Foreign Markets" and "Financial and Business Conditions in the United States."

The Business Men's National Tax Committee, 6 West Forty-eighth Street, New York, has issued a "Primer on Gross Sales or Turnover Tax Not Exceeding One Per Cent. and No Other Tax on Business."

The National Foreign Trade Council, 1 Hanover Square, New York, has for distribution a booklet entitled "Commercial Possibilities of the Union of South Africa." Copies may be obtained free on request from O. K. Davis, Secretary.

The Graduate School of Business Administration, Harvard University, has published Bulletin No. 25, entitled "Labor Terminology." This bulletin contains 108 pages devoted, as the title implies, to terms and their definitions as applied to organized labor and its activities.

The Girard Trust Company, Philadelphia, has for general distribution a booklet of thirty pages devoted to Philadelphia and suburban business and residential properties for sale and rent.

"The Foreign Exchange Problem" is the title of a booklet containing a study of this subject by S. Stern, Vice President of the Columbia Trust Company of New York. In 124 pages devoted to this work are charts and historical tables showing the fluctuations in the exchanges of the various nations and their causes. Copies may be obtained on request from the Columbia Trust Company.



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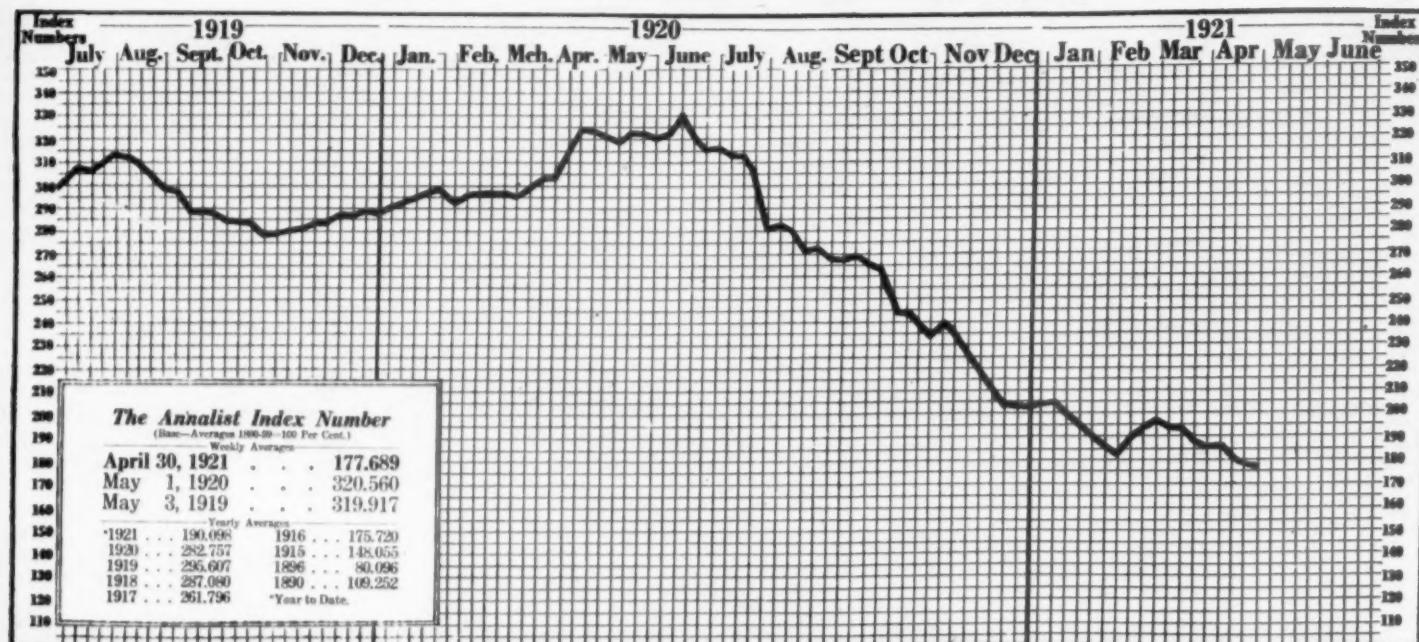
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Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

Financial Transactions

BAROMETRICS

The State of Credit

	Last Week.	Same Week Last Year.	Year to Date.	Same Period Last Year.
Sales of stocks, shares	5,288,803	5,469,963	57,301,086	97,355,170
Sales of bonds, per value	\$62,811,254	\$67,518,750	\$979,160,280	\$1,315,247,700
High 70.15	High 57.32	High 72.23	High 94.07	
Low 68.84	Low 51.21	Low 61.90	Low 75.35	
High 69.63	High 67.37	High 71.00	High 72.51	
Low 66.17	Low 51.15	Low 68.80	Low 76.05	
Average net yield of ten high-priced bonds	5.350%	5.350%	5.278%	5.287%
New security issues	\$235,140,000	\$22,876,000	\$826,376,000	\$45,586,000
Refunding	2,280,448	2,308,500	8,840,210	

POSSIBILITIES OF PRODUCTIVITY

The Metal Barometer

—End of March— —End of February—

United States Steel orders, tons	1921	1920	1921	1920
6,284,765	5,892,675	6,933,867	9,502,081	
51,498	108,900	63,187	102,720	

*Month of March. *Month of February.

Alien Migration

	June	May	April	March	Feb.	Jan.,
Inbound	62,692	53,772	48,219	39,971	36,606	31,858
Outbound	24,543	17,321	19,107	22,639	11,607	27,066
Balance	+38,149	+36,651	+29,112	+17,332	+18,300	+4,772

Building Permits (Bradstreet's)

	March	February	January
1921	150	1921	1921
155 Cities	155 Cities	156 Cities	142 Cities

	1920	1921	1920	1921
\$118,436,947	\$145,923,200	\$81,549,447	\$108,815,020	\$56,035,925
				\$120,000,182

MEASURE OF BUSINESS ACTIVITY

Bank Clearings

Entire country, estimated from complete returns from cities representing 92.3 per cent. of the total. Percentages show changes from preceding year.

The Last Week, P.C. The Week Before, P.C. Year to Date, P.C.

1921 \$6,290,000,000—28.9 46,314,000,000—31.7 4119,548,000,000—21.06

1920 8,353,000,000+20.3 9,235,000,000+3.1 151,450,000,000+29.9

*Month of March. *Month of February.

Building Permits (Bradstreet's)

Third Week in April

Second Week in April

First Week in April

Month of February

From Jan. 1 to Feb. 28

16 Roads

16 Roads

186 Roads

186 Roads

405,744,632

\$873,973,265

12,451,490,490

13,568,318

424,591,296

—Gain or Loss

—\$640,685 —\$130,408

—1.69% —6.95%

—\$800,318 —\$18,300

—6.63% —1.42%

—\$49,455,234 —\$34,455,234

—5.34% —5.34%

WEEK'S PRICES OF BASIC COMMODITIES

Current Minimum 1921.

Price, High, Low, 1921.

Range 1920.

Mean Price of Other Years.

1921

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1919

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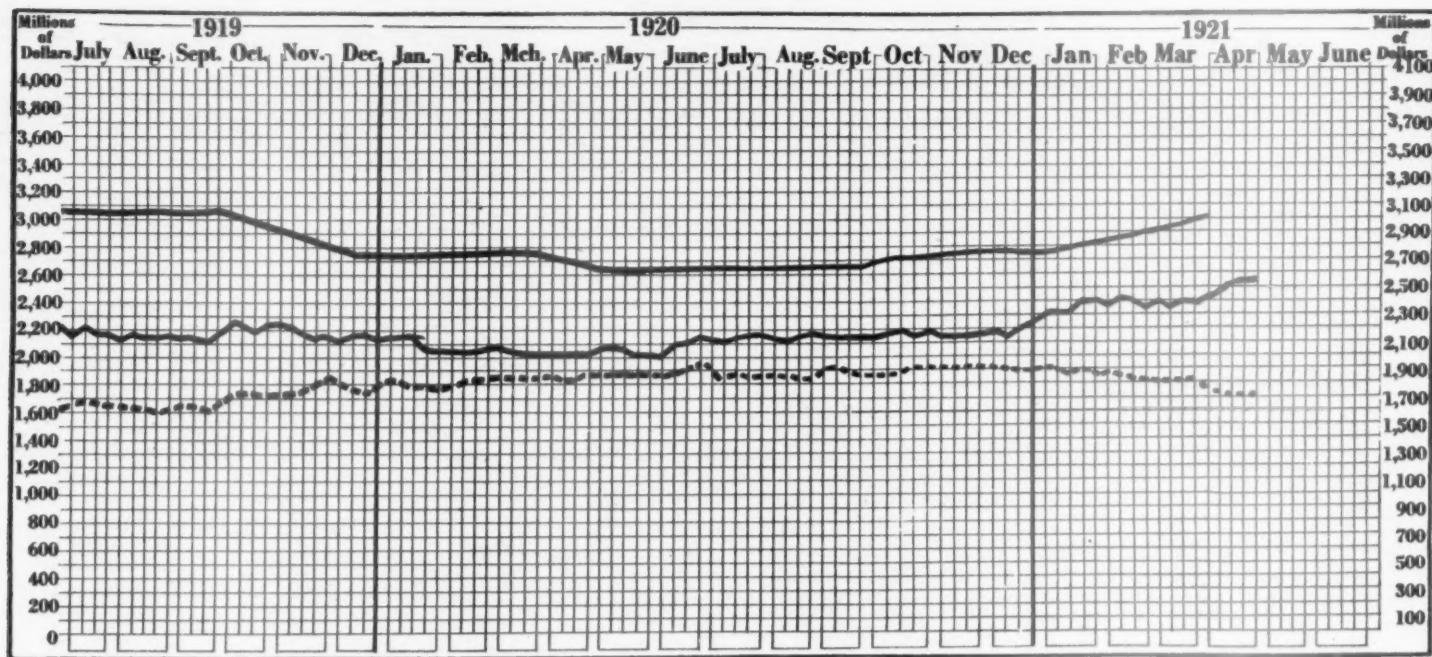
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Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly so that the record can never be brought to the date of publication. The chart records the last figures published.

	Week Ended Saturday, April 30												Bank Clearings												By Telegraph to The Annalist		
	Last Week				Year to Date				1921				1920				1921				1920				Last Week		Year to Date
Central Reserve Cities	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
New York	\$3,458,318,932	\$5,026,078,958	\$60,819,462,802	\$84,586,856,536	\$47,086,805	\$84,828,829	\$1,341,304,824	\$1,527,104,066	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Chicago	488,680,889	628,900,042	8,749,993,876	11,002,615,048	32,864,405	41,830,405	620,163,832	718,523,268	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
St. Louis	101,863,129	132,532,256	2,100,666,874	2,026,905,621	17,896,687	17,976,634	976,336,921	1,186,299,160	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Total, 3 C. R. cities	\$4,048,862,970	\$5,807,621,256	\$77,670,123,532	\$98,516,377,205	11,061,500	12,076,390	225,178,200	241,113,700	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Decrease	30.2%	21.1%			17,958,315	21,657,338	316,182,145	385,334,413	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Other Federal Reserve cities:					77,487,000	75,000,000	1,485,509,000	1,222,178,000	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Atlanta	\$31,684,633	\$57,016,927	\$717,882,416	\$1,184,267,938	20,414,309	27,247,142	324,958,865	295,548,667	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Boston	243,041,328	361,402,177	4,705,451,758	6,391,077,433	23,008,041	35,000,500	463,501,806	569,170,532	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Cleveland	93,449,686	121,125,960	1,813,056,212	2,199,276,671	35,775,851	65,285,511	751,000,180	1,202,317,488	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Minneapolis	62,925,774	80,283,284	1,071,320,916	967,684,955	8,650,500	10,863,700	175,727,400	249,622,318	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Philadelphia	356,188,835	460,451,768	6,801,273,425	7,907,011,167	27,233,567	19,671,214	565,298,971	112,026,393	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Richmond	33,012,000	53,706,900	719,302,000	1,111,297,606	25,094,662	40,250,436	404,080,526	728,127,162	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
San Francisco	117,600,030	150,731,407	2,225,900,000	2,640,531,853	15,136,519	16,342,525	281,817,386	274,580,479	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Total, 7 cities	\$937,100,262	\$1,244,777,523	\$18,054,180,727	\$22,401,147,623	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Decrease	1.2%	10.4%			19.9%	19.9%	0.9%		1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Total, 10 cities	\$4,986,767,880	\$7,002,398,779	\$95,724,310,279	\$120,917,524,828	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Decrease	2.6%	20.8%			28.8%	28.8%	19.8%		1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	

Actual Condition	Statements of the Federal Reserve Banks												April 27																		
	Dist. 1.						Dist. 2.						Dist. 3.		Dist. 4.		Dist. 5.		Dist. 6.		Dist. 7.		Dist. 8.		Dist. 9.		Dist. 10.		Dist. 11.		Dist. 12.
Dist. 1.	\$225,854,000	\$607,002,000	\$182,413,000	\$281,452,000	\$75,914,000	\$86,734,000	\$337,325,000	\$89,122,000	\$43,209,000	\$67,801,000	\$33,642,000	\$196,214,000	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
New York	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920			
Dist. 2.	43,434,000	353,658,000	110,140,000	54,949,000	43,823,000	51,784,000	120,356,000	34,584,000	14,067,000	32,344,000	11,191,000	56,226,000	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Dist. 3.	106,540,000	656,230,000	157,413,000	156,294,000	117,087,000	114,900,000	373,144,000	81,435,000	72,315,000	94,468,000	66,185,000	171,337,000	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	1921	1920	
Dist. 4.	108,096,000	647,896,000	101,302,000	138,128,000	53,331,000	42,765,000	234,362,000	64,088,000	41,487,000	69,376,000	45,846,000	55,085,000	1921	1920	1921	1920	1921	1920	1921</td												

New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (*).

Week Ended April 30

Yearly Price Ranges										STOCKS.	Amount Capital Stock Listed.	Last Dividend			Last Week's Transactions				
1919 High.	Low.	1920 High.	Low.	High.	Date.	This Year to Date, Low.	Date.	Date Paid.	Per Cent.	Period.	First.	High.	Low.	Last.	Change.	Sales.			
64	29%	46	22	41%	Apr. 30	26%	Jan. 3	ADAMS EXI-RESS	\$12,000,000	Due, 1. '17	1	34%	41%	32%	41½	+ 6%	6,800		
54	21	46%	14	49%	Jan. 7	14%	Apr. 8	Advance Rumely	15,163,000	.....	.....	17%	18	17%	18	+ 1%	500
76	56%	75	40	52	Jan. 10	45	Jan. 3	Advance Rumely pf.	11,952,900	Apr. 1, '21	1½	Q	50	50	50	
54	34	33	40	40	Jan. 12	32%	Jan. 6	Air Reduction (sh.)	153,030	Apr. 15, '21	1½	Q	56	36%	36	+ 1%	1,000		
113	66	88%	24	39%	Jan. 11	25%	Feb. 24	Ajax Rubber (\$50)	10,000,000	Dec. 15, '20	1½	Q	55½	38%	34%	37½	+ 2%	7,100	
48½	1½	28%	8%	15%	Feb. 9	7%	Jan. 6	Alaska Gold Mines (\$10)	7,500,000	.....	.....	7%	1	7%	7%	- 3%	2,200
35%	13%	5%	3%	13%	Feb. 9	1%	Jan. 3	Alaska Juneau G. M. (\$10)	13,967,440	.....	.....	1½	1%	87	87	.....	500
**	**	100%	103	105%	Apr. 13	100	Febr. 26	All-American Cables	3,200,000	Apr. 14, '21	1½	Q	80	80	80	+ 6%	52		
**	**	78	74	80	Apr. 26	80%	Apr. 26	Alliance Realty	2,000,000	Apr. 15, '21	1½	Q	80	80	80	+ 6%	52		
**	**	62%	43%	55%	Jan. 13	38%	Mar. 8	Allied Chemical & Dye (sh.)	2,116,496	May 2, '21	81	Q	42%	45%	42½	44	+ 1%	24,000	
51%	30	84%	83%	83%	Jan. 26	87%	Mar. 15	Allied Chemical & Dye pf.	36,070,900	Apr. 1, '21	1½	Q	88	88%	88	+ 1%	1,000		
51%	30	53%	26%	38%	Apr. 23	23%	Jan. 3	Allis-Chalmers Mfg.	24,454,700	Feb. 15, '21	1	Q	38	38%	37	+ 3%	9,700		
97	81%	92	67%	83	Mar. 23	75%	Jan. 20	Allis-Chalmers Mfg. pf.	15,719,100	Apr. 15, '21	1½	Q	77	78	77	- 1%	500		
**	**	101	98%	84	Jan. 7	72%	Feb. 25	Am. Sugar Int. pf.	5,000,000	May 1, '21	2	Q	
113½	87	95	51	63½	Jan. 6	45%	Feb. 25	Am. Agricultural Chemical	31,979,400	Apr. 15, '21	1½	Q	49%	49%	47	- 1%	2,300		
103	102	99½	79	84	Jan. 7	72%	Feb. 26	Am. Agricultural Chem. pf.	28,455,100	Apr. 1, '21	1½	Q	74	73%	74	- 1%	200		
55	33	48½	20	54	Feb. 28	40%	Jan. 6	Am. Bank Note (\$50)	4,195,700	Feb. 15, '21	1	Q	52	51½	51½	- 1%	400		
51½	42	45½	40	48	Mar. 15	45%	Jan. 11	Am. Bank Note pf. (\$50)	4,000,000	Apr. 1, '21	1½	Q	48	48	48	.....	2,600	
101¾	62	103%	32%	51	Feb. 15	39%	Apr. 8	Am. Beet Sugar Co.	15,000,000	Jan. 31, '21	2	Q	38%	38%	37%	- 1%	1,100		
95	84½	93	75	74%	Jan. 5	71%	Mar. 8	Am. Beet Sugar pf.	5,000,000	Apr. 1, '21	1½	Q	74	74	74	.....	500	
145%	84½	128%	45%	63	Mar. 28	49%	Jan. 14	Am. Bosch Magneto (sh.)	96,000	Apr. 1, '21	\$1.25	Q	50½	61½	61½	+ 1%	2,800		
**	**	60	40	53	Apr. 6	12%	Feb. 12	Am. Brake S. & F. pf. new.	160,000	Mar. 31, '21	81	Q	49	49%	48	.....	900	
**	**	90	81%	81%	Apr. 12	81%	Jan. 20	Am. Brake S. & F. pf. new.	9,600,000	Mar. 31, '21	1½	Q	21%	20%	20%	+ 1%	26,000		
107½	56%	62%	6%	21%	Mar. 20	22%	Jan. 20	Am. Can Co.	41,233,300	Apr. 1, '21	1½	Q	84	83	83	+ 1%	700		
145%	98	108	72%	88	Jan. 20	77%	Jan. 30	Am. Can. Co. pf.	41,233,300	Apr. 1, '21	1½	Q	84	83	83	+ 1%	700		
148%	84½	147%	111	129½	Apr. 29	120	Jan. 3	Am. Car & Foundry	30,000,000	Apr. 1, '21	3	Q	124%	120%	124%	+ 2%	6,200		
119	113	110%	103%	114	Feb. 25	110	Jan. 6	Am. Car & Foundry pf.	30,000,000	Apr. 1, '21	1½	Q	111	111	111	- 1%	100		
67½	39%	54%	15%	23%	Jan. 29	19%	Mar. 11	Am. Chicle (sh.)	1,491,336	Nov. 1, '21	1	Q	24	24	24	+ 1%	400		
93	86	86	50%	67	Apr. 26	58%	Jan. 6	Am. Cotton Oil Co.	20,267,160	June 1, '21	1	Q	22	20	20	- 1%	1,700		
14%	10%	15½	6%	8%	Jan. 11	6	Apr. 11	Am. Cotton Oil Co. pf.	19,180,600	Dec. 1, '21	3	SA	67	67	67	+ 1%	700		
148%	84½	147%	111	129½	Feb. 29	120	Jan. 3	Am. Drug Syndicate (\$10)	5,250,600	Dec. 15, '20	40%	Q	6%	6%	6%	.....	.....
103	76½	175	95	153	Jan. 26	120	Jan. 9	Am. Express	18,000,000	Apr. 1, '21	\$2	Q	127	127	126	+ 1%	900		
43½	13½	30%	5	11%	Apr. 29	8	Apr. 14	Am. Hide & Leather Co.	11,274,100	.....	.....	9	11½	11½	+ 3%	10,000	
142%	71½	122	35	53%	Jan. 11	40%	Feb. 2	Am. Hide & Leather Co. pf.	12,558,400	Oct. 1, '20	1½	Q	45	40%	44½	+ 3%	6,500		
40%	37½	53½	37	50	Apr. 27	42	Jan. 25	Am. Ice	7,161,400	Apr. 25, '21	1	Q	57	57	57	+ 1%	2,300		
70%	54%	68	53	65	Apr. 27	57	Jan. 4	Am. Ice pf.	14,920,000	Apr. 25, '21	1½	Q	64½	64½	64½	+ 1%	1,100		
152%	103½	120%	39%	49%	Jan. 11	38%	Feb. 28	Am. International	49,000,000	Sept. 30, '20	1	Q	44%	48%	44	+ 4%	45,200		
80	14½	96	42	62%	Jan. 31	44	Apr. 11	Am. La F. Fire Eng. (\$10)	2,110,000	Feb. 15, '21	25%	Q	11	11	10½	- 1%	2,000		
80%	85	99%	80	93	Jan. 29	80	Apr. 5	Am. Laramie Co.	16,750,000	Mar. 31, '21	1½	Q	40½	40½	40½	- 1%	5,500		
117½	58	100%	74	100%	Apr. 29	81½	Feb. 28	Am. Laramie Co.	25,000,000	Mar. 31, '21	1½	Q	82½	82½	82½	+ 3%	21,300		
100%	100	100%	90%	100%	Jan. 20	100	Jan. 4	Am. Locomotive pf.	25,000,000	Mar. 31, '21	1½	Q	104½	104½	104½	- 1%	500		
63	39%	44	17½	20%	Feb. 17	19	Jan. 5	Am. Malt & Grain (sh.)	55,000	Mar. 31, '21	81	Q	71½	71½	69½	- 1%	200		
**	**	73	64%	73½	Mar. 7	66%	Jan. 6	Am. Radiator	13,806,225	Mar. 31, '21	1½	Q	101	101	101	.....	.....
**	**	101	101	101	Jan. 27	20%	Mar. 28	Am. Radiator pf.	3,000,000	Feb. 15, '21	1½	Q	56	56	56	+ 1%	29,600		
135	135	135	6%	6%	Feb. 23	20	Feb. 23	Am. Shipbuilding	7,900,000	May 2, '21	1½	Q	80	80	80	- 1%	10,000		
47½	36	36%	7%	14	Jan. 20	20	Mar. 12	Am. Ship. & Com. (sh.)	522,130	.....	.....	85%	85%	85%	.....	.....	
80%	61½	72	20%	34%	Feb. 10	34%	Mar. 31	Am. Smelt & Ref. Co.	60,998,000	Mar. 15, '21	1	Q	40%	43%	40%	+ 2%	12,700		
100%	94	100%	64%	70	Jan. 20	68%	Mar. 31	Am. Smelt & Ref. Co. pf.	50,000,000	Mar. 1, '21	1½	Q	78	77½	77½	+ 1%	800		
94%	61	61	61	61	Apr. 27	63	Jan. 11	Am. Smelters pf. A.	9,642,800	Apr. 1, '21	1½	Q	69	69	69	- 1%	200		
40%	35%	61½	53%	61½	Apr. 25	65%	Jan. 3	Am. Snuff pf.	11,000,000	Apr. 1, '21	2	Q	106%	101½	101½	- 5%	585		
100	90%	105	79	91	Feb. 14	81	Jan. 5	Am. Steel Found. (33 1-3)	20,401,000	Apr. 15, '21	75%	Q	50½	50½	50½	- 1%	3,200		
63	50	52	40%	51	Feb. 17	50%	Apr. 15	Am. Steel Found. pf.	8,481,300	Mar. 31, '21	1½	Q	87½	87½	87½	.....	.....
108%	95	100%	92%	100%	Mar. 20	95%	Jan. 6	Am. Steel Found. pf.	45,000,000	Apr. 2, '21	1½	Q	90%	90%	90%	- 1%	16,500		
314½	19																		

New York Stock Exchange Transactions—Continued

Yearly Price Ranges.										STOCKS.	Amount Capital Stock Listed	Last Date Paid.	Dividend Per Cent.	Perc. Rld.	Last Week's Transactions				
High.	Low.	High.	Low.	High.	Low.	Date.	High.	Low.	Last.						High.	Low.	Last.	Change.	Sales.
74	63	69	60	66	59	Mar. 3	60	Feb. 3	Cleve., C. & St. Louis pf.	9,968,900	Apr. 20, '21	1%	Q	65	63	63	+ 1%	100	
69 1/2	67	65	58 1/2	Cleveland & Pittsburgh (\$50.)	11,387,750	Mar. 1, '21	1%	Q	
108	60%	106	40%	62 1/2	Jan. 19	41	Apr. 4	Cluett, Peabody & Co.	18,000,000	Feb. 1, '21	1%	Q	4 1/2	45	44 1/2	+ 1%	600		
110	103 1/2	104	80	86	Jan. 13	70%	Apr. 4	Cluett, Peabody & Co. pf.	18,000,000	Apr. 1, '21	1%	Q	..	..	..	..	..
43%	37 1/2	40%	18	31 1/2	Apr. 29	19	Feb. 24	Coca-Cola (sh.)	435,543	July 15, '20	8%	..	27 1/2	31 1/2	27 1/2	+ 3%	21,700		
56	34%	44%	22	31 1/2	Apr. 29	26 1/2	Mar. 11	Colorado Fuel & Iron	34,235,500	Feb. 20, '21	3%	Q	36	31 1/2	30	+ 1	1,300		
120	101 1/2	105	97 1/2	100	Apr. 11	100	Apr. 11	Colorado Fuel & Iron pf.	10,000,000	Feb. 20, '21	2%	Q	..	..	..	..	..
31 1/2	19	36%	20	37 1/2	Mar.	24	Jan. 5	Colorado & Southern 1st pf.	31,400,000	Dec. 21, '20	1%	SA	72	52 1/2	52	+ 1	200		
58 1/2	48	54	46	55 1/2	Apr. 28	49	Jan. 5	Colorado & Southern 2d pf.	8,500,000	Dec. 31, '20	4	A	45	45	45	+ 2	100		
51 1/2	45	47	35	40 1/2	Jan. 29	29	Mar. 15	Columbia Gas & Electric	8,500,000	Feb. 15, '21	1%	Q	62 1/2	62 1/2	60 1/2	- 1 1/2	4,700		
69	39%	67	50	63	Feb. 18	56	Mar. 15	Columbia Graph. (sh.)	1,311,892	Jan. 1, '21	12 1/2	..	8 1/2	9	8 1/2	- 1/2	21,200		
75 1/2	50%	65 1/2	9%	12 1/2	Jan. 8	55 1/2	Mar. 18	Columbia Graph. pf.	10,581,500	Apr. 1, '21	1%	Q	42	42	42	- 3	1,500		
63%	37 1/2	56	34	38 1/2	Jan. 13	34%	Apr. 25	Comp.-Tab.-Rec. (sh.)	131,033	Apr. 11, '21	1	..	1 1/2	30	30	..	..
75	34	79 1/2	51 1/2	61	Jan. 13	40	Apr. 21	Consolidated Cigar (sh.)	103,500	Apr. 15, '21	1%	Q	40 1/2	43 1/2	43 1/2	+ 2%	1,500		
86 1/2	78	89%	70	81	Feb. 18	65	Apr. 19	Consolidated Cigar pf.	4,000,000	Mar. 1, '21	1%	Q	..	..	..	..	..
16	10%	14 1/2	5	Jan. 7	1	Feb. 15	Continental Candy (sh.)	500,000	Oct. 20, '20	25c	..	1 1/2	15 1/2	15 1/2	- 1/2	4,200			
84 1/2	58	85	63%	65 1/2	Jan. 26	61	Mar. 15	Continental Insur. Co. (\$25)	10,000,000	Jan. 5, '21	\$2.50	SA	62	62	62	+ 1/2	40		
99	46	103 1/2	61	76 1/2	Mar. 26	65	Jan. 5	Corn Products Refining Co.	49,784,000	Apr. 20, '21	7 1/2	..	75 1/2	75 1/2	75 1/2	+ 1	16,300		
109 1/2	102	107	97	104 1/2	Jan. 17	100	Jan. 5	Corn Products Refining Co. pf.	29,000,000	Apr. 13, '21	1%	Q	162 1/2	163 1/2	163 1/2	- 1/2	200		
79	48	64	45 1/2	..	..	..	Cooper & Co. (sh.)	759,464	May 2, '21	62 1/2c	..	37 1/2	44	44	+ 5%	150,000	
261	52%	278 1/2	70	107 1/2	Jan. 11	73	Jan. 3	Cres-Carpet Co.	2,098,500	Dec. 15, '20	..	SA	..	..	..	..	..
105	91	100	81 1/2	91	Jan. 17	93 1/2	Mar. 22	Crooksteel Steel Co. pf.	25,000,000	Mar. 31, '21	1%	Q	87	87	87	- 1	300		
107 1/2	..	60%	21 1/2	17 1/2	Feb. 20	22 1/2	Mar. 24	Cuban-American Sugar (\$10)	10,000,000	Apr. 1, '21	1%	Q	84 1/2	84 1/2	84 1/2	- 1/2	..		
55	20%	59 1/2	56	67 1/2	Feb. 14	18 1/2	Apr. 14	Cuba Cane Sugar (sh.)	500,000	Apr. 1, '21	1%	Q	104 1/2	104 1/2	104 1/2	- 1/2	10,500		
87%	50 1/2	85%	54	67 1/2	Feb. 18	57 1/2	Apr. 19	Cuba Cane Sugar pf.	50,000,000	Apr. 1, '21	1%	Q	58	58	58	- 1/2	2,500		
..	..	40	25	31	Jan. 4	23	Mar. 23	DAVISON CHEMICAL (sh.)	197,300	Nov. 15, '20	\$1	..	..	..	..	..	..
103	93%	101	92	80	Apr. 20	80	Apr. 20	De Beers M. (sh.)	62,900	Jan. 27, '21	75c	..	..	..	..	..	..
116	91 1/2	108	83 1/2	102	Jan. 12	90	Apr. 14	Deere & Co. pf.	37,828,500	Mar. 1, '21	1%	Q	..	..	..	..	..
217	172 1/2	260%	185	225 1/2	Apr. 20	202 1/2	Apr. 8	Delaware & Hudson	42,503,000	Mar. 21, '21	2%	Q	97	95 1/2	95 1/2	+ 10 1/2	800		
15%	3 1/2	9	3 1/2	28	Jan. 20	5	Mar. 30	Denver & Rio Grande	38,000,000	Apr. 20, '21	25c	..	..	..	..	..	..
24	6 1/2	16%	4 1/2	48	Jan. 20	19 1/2	Mar. 29	Denver & Rio Grande pf.	49,784,000	Jan. 15, '21	2 1/2	..	1 1/2	12 1/2	12 1/2	- 1/2	3,300		
120	110	108	96 1/2	107 1/2	Feb. 21	97 1/2	Mar. 24	Detroit Edison	27,000,000	Apr. 12, '21	2	Q	..	..	..	..	..
105	80	101	83	72	Mar. 24	60 1/2	Apr. 28	Detroit United Railway	15,000,000	Apr. 20, '21	25c	Q	108 1/2	108 1/2	108 1/2	- 1/2	400		
16 1/2	10%	13	9 1/2	21 1/2	Apr. 21	10 1/2	Jan. 3	Diamond Mine (10)	4,000,000	Mar. 10, '21	25c	Q	19 1/2	18 1/2	18 1/2	+ 1/2	8,200		
..	..	20	18	15	Apr. 13	15	Apr. 6	Duluth-Superior Fraction	1,500,000	Apr. 1, '21	1	Q	..	..	..	..	..
6%	25%	8	3	11 1/2	Jan. 3	3	Apr. 18	Duluth-Superior & Atlantic	12,000,000	..	..	..	..	..	..	..	..
11%	5%	12%	5 1/2	7 1/2	Jan. 17	17	Apr. 23	Duluth, South Shore & Attl. pf.	10,000,000	Jan. 3, '21	187 1/2c	Q	..	..	..	..	..
63	61 1/2	67%	27	37	Jan. 20	25	Mar. 18	Durham Hosiery Class B (\$50.)	3,252,850	May 1, '21	187 1/2c	Q	..	..	..	..	..
101 1/2%	100%	102%	84	91	Mar. 1	91	Mar. 7	Durham Hosiery pf.	3,000,000	May 1, '21	187 1/2c	Q	..	..	..	..	..
..	..	555	495	*630	Feb. 5	*640	Feb. 14	EASTMAN KODAK	19,586,200	Apr. 1, '21	2 1/2	Q	680	680	680	- 5	11		
..	..	..	..	..	Apr. 6	*642	Apr. 6	Eastman Kodak pf.	16,163,700	Apr. 1, '21	1 1/2	..	..	..	..	..	..
137	55	130	115	135	Feb. 23	17	Jan. 25	Electric Storage Battery	19,891,800	Apr. 1, '21	3	Q	..	..	..	..	..
43	23 1/2	28	13 1/2	21 1/2	Feb. 8	39	Jan. 19	Elk Horn Coal (\$50.)	12,000,000	Sep. 11, '19	75c	..	15	20	19	+ 1/2	700		
49	39	45	22 1/2	40 1/2	Mar. 8	39	Jan. 19	Elk Horn Coal pf.	6,600,000	Mar. 10, '21	75c	..	..	..	..	..	..
43	24 1/2	29	5 1/2	9 1/2	Jan. 19	7	Apr. 25	Emerson Brantingham	10,132,500	Feb. 1, '21	2 1/2	..	7	7	7	- 1/2	100		
101	84	91	40	40	Jan. 6	33 1/2	Mar. 11	Endicott-Johnson (50.)	12,170,500	Apr. 1, '21	\$1.25	Q	62 1/2	67 1/2	67 1/2	+ 1/2	3,700		
150	80	147	47	67 1/2	Apr. 30	52	Jan. 5	Endicott-Johnson pf.	14,550,000	Apr. 1, '21	1 1/2	Q	95	95	95	- 1	600		
107 1/2	101 1/2	104	84	95 1/2	Mar. 24	57	Jan. 5	Emerson Brantingham pf.	12,000,000	..	..	..	..	..	..	..	..
204	12%	21%	9 1/2	14 1/2	Jan. 3	11 1/2	Mar. 12	Erie	11,481,900	Apr. 9, '07	2	..	15	12 1/2	12 1/2	+ 1/2	10,700		
33	18%	18%	17 1/2	21 1/2	Jan. 17	21	Mar. 18	Erie 1st pf.	47,904,000	Apr. 9, '07	2	..	10 1/2	18 1/2	18 1/2	+ 1/2	4,900		
23	18%	18%	16 1/2	21 1/2</td															

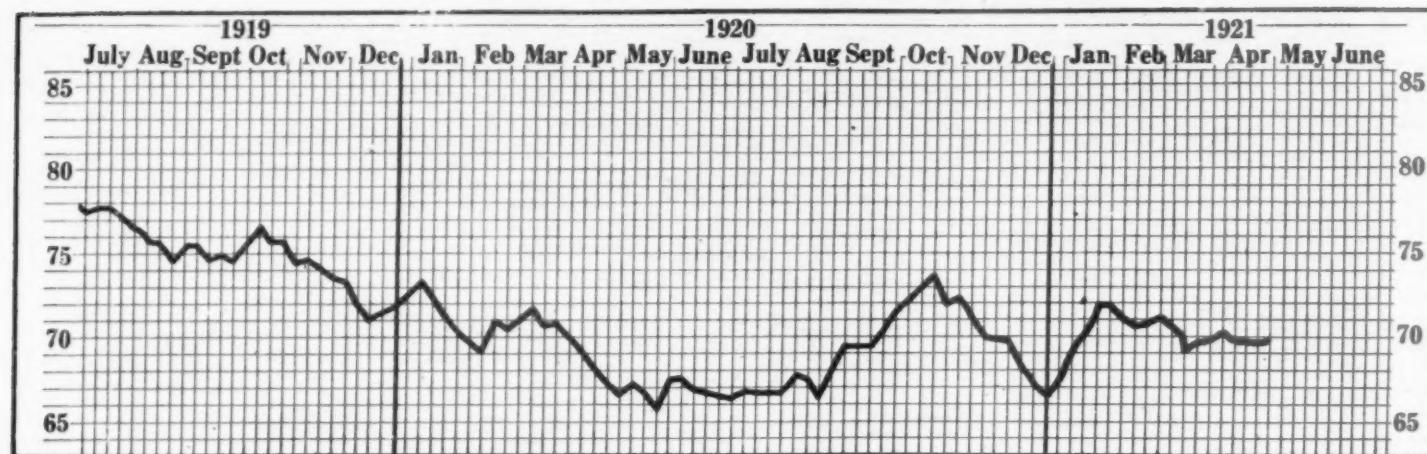
New York Stock Exchange Transactions—Continued

Yearly Price Ranges										STOCKS.	Amount Capital Stock Listed.	Last Dividend.			Last Week's Transactions					
1919. High	Low	High	1920. Low	High	Date	This Year to Date. Low	Date	Date Paid	Per Cent.	Per Cent.	First	High	Low	Last	Change	Sales				
25%	195	206%	127%	153%	Apr. 23	138%	Jan. 22	Liggett & Myers	21,106,400	Mar. 1, '21	3	Q	145	151%	142	- 2%	700			
..	153%	123%	136%	136%	Feb. 7	133%	Jan. 7	Liggett & Myers, Glass B.	5,296,400	Mar. 1, '21	3	Q	137	137	- 8	- 8%	600			
113	107	110%	90	105%	Apr. 30	73	Mar. 24	Liggett & Myers pf.	22,512,400	Apr. 1, '21	1%	Q	103	104%	102	- 1%	750			
..	Lima Locomotive	4,350,000	..	..	..	70%	77%	+ 1%	100				
..	Loew's, Inc. (sh.)	754,932	May 1, '21	50c	Q	18%	19%	19	+ 3%	31,100			
..	Loft, Inc. (shares)	850,000	Mar. 31, '21	25c	Q	11%	11%	11%	+ 1%	2,700			
..	Loose-Wiles Biscuit	6,810,200	..	..	..	37%	38	- 1%	300				
..	Loose-Wiles Biscuit 1st pf.	4,509,700	Apr. 1, '21	3%	Q	98%	98%	98%	+ 1%	100			
120	94	115%	100	100%	Mar. 11	100	Mar. 11	Loose-Wiles Biscuit 2d pf.	2,000,000	May 1, '21	1%	Q	..	..	100	-	..	
245	147%	183%	120%	164%	Feb. 28	136	Feb. 3	Lorillard (P.) Co.	24,246,000	Apr. 1, '21	3	Q	151%	152%	145	- 6%	1,200			
113	107	110%	97	107	Feb. 3	100	Jan. 5	Lorillard (P.) Co. pf.	11,307,000	Apr. 1, '21	1%	Q	145%	145%	145	-	..			
122%	104%	112%	94	123%	Jan. 11	97	Apr. 14	Louisville & Nashville	72,000,000	Feb. 10, '21	3%	SA	98%	98%	98%	- 3%	200			
..	MACKAY COMPANIES	41,380,400	Apr. 1, '21	1%	Q	60	66	65	+ 1%	500			
..	Macmillan Company (P.)	50,000,000	Apr. 1, '21	1	Q	56	56	56	-	200			
..	Mailinson (H. R.) Co. (sh.)	200,000	..	..	..	15%	15%	+ 1%	100				
137	130	151%	63	80%	Mar. 10	64%	Apr. 28	Manati Sugar	10,000,000	Apr. 1, '21	2%	Q	73%	64%	68	- 8%	800			
..	Manati Sugar pf.	3,500,000	Apr. 1, '21	1%	Q	..	..	..	-	..
..	Manhattan Electric Supply (sh.)	68,652	Apr. 1, '21	\$1	Q	47	47%	46%	+ 1%	500			
..	Manhattan Elevated gld.	56,173,000	Apr. 1, '21	1%	Q	..	..	..	-	..
..	Manhattan Beach	5,000,000	..	..	..	..	..	-	..
..	Manhattan Shirt (E.S.)	5,000,000	Mar. 1, '21	43%	Q	..	..	..	-	..
..	Marlin-Rockwell (sh.)	81,136	..	..	..	..	..	-	..
..	Martin-Parry (sh.)	22,700	Mar. 1, '21	50c	Q	..	..	..	-	..
..	Matheron Alkali (#50)	5,885,700	..	..	..	..	..	-	..
..	Maxwell Chalmers w. l.	10,000,000	July 2, '17	2%	..	15%	15%	15%	-	1,800			
..	Maxwell Motors	3,505,800	..	..	..	5%	5%	+ 1%	1,400				
..	Maxwell Motors c. of dep.	9,229,400	..	..	..	..	..	-	..
..	Maxwell Motors 1st pf.	3,405,600	Oct. 1, '18	1%	Q	8	8	8	+ 1%	800			
..	Maxwell Motors 1st pf. c. of d.	9,727,800	July 2, '17	1%	..	3%	4	3%	+ 1%	1,100			
..	Maxwell Motors 2d pf. c. of d.	8,839,200	..	..	..	1%	2%	+ 1%	600				
..	Maxwell Motors e. of st. as.	..	..	..	..	..	..	-	..
..	Max. Mot. 1st pf. e. of dist. as.	..	..	..	..	7	7	7	+ 1%	600			
..	Max. Mot. 2d pf. e. of d. st. as.	..	..	..	..	3%	3%	+ 1%	2,100				
121%	60	131%	65	95%	Apr. 18	65%	Jan. 4	May Department Stores	15,000,000	Mar. 1, '21	..	..	91%	90	90	- 1%	1,800	
110	104	107	93%	101%	Apr. 7	56	Mar. 18	May Department Stores pf.	6,250,000	Apr. 1, '21	1%	Q	..	..	..	-	..
204	102%	222	148	167%	Jan. 15	15%	Apr. 15	Mexican Petroleum	22,668,200	Apr. 11, '21	2%	Q	150%	150	145	- 4%	270,400			
118%	90	105	90	94	Jan. 11	11%	Mar. 11	Mexican Petroleum pf.	12,000,000	Apr. 1, '21	2	Q	..	..	..	-	..
..	Midland Corp. (#50)	3,735,570	Feb. 15, '21	50c	Q	22%	24	22%	+ 1%	10,700			
..	Midland Central (#50)	18,738,000	Jan. 20, '21	2	SA	..	..	..	-	..
..	Midvale Steel & Ord. (#50)	160,000,000	Feb. 1, '21	50c	Q	28%	28	28	+ 1%	8,400			
..	Middle States O. (#10)	10,000,000	Apr. 1, '21	40c	Q	15%	15%	15%	-	32,700			
..	Minn. & St. L. (new)	34,728,400	..	..	..	11%	10	- 1%	1,300				
..	Minn., St. P. & S. M.	35,206,866	Apr. 15, '21	3%	SA	67	69	69	+ 2%	600			
..	Minn., St. P. & S. M. pf.	12,605,400	Apr. 15, '21	3%	SA	..	..	..	-	..
..	Minn., St. P. & S. M. I. I.	11,213,800	Apr. 1, '21	2	SA	..	..	..	-	..
..	Missouri, Kansas & Texas	12,000,000	Nov. 10, '13	2	..	..	4	4	-	200			
..	Missouri Pacific	28,234,400	Apr. 15, '21	3%	SA	67	69	69	+ 2%	600			
..	Missouri Pacific pf.	47,385,500	Feb. 15, '21	50c	Q	22%	24	22%	+ 1%	10,700			
..	Mobile & Birmingham pf.	996,000	Jan. 1, '21	2	SA	28%	30	28	- 1%	8,800			
..	Montana Power	43,633,300	Apr. 1, '21	3%	Q	52%	52%	52%	-	300			
..	Montana Power pf.	9,760,000	Apr. 1, '21	1%	Q	..	..	..	-	..
..	Montgomery Ward & Co. (sh.)	850,000	..	..	..	11%	23	22%	+ 2%	15,000			
..	Morris & Essex (#50)	15,000,000	July 1, '20	\$1.75	SA	..	..	..	-	..
..	Mulline Body (sh.)	98,159	May 1, '21	\$1	Q	24%	24	24	-	300			
..	Mulline Body 8% pf.	1,000,000	May 1, '21	2	Q	..	..	..	-	..
..	NASH, CHAT. & ST. LOUIS	16,000,000	Feb. 1, '21	3%	SA	..	..	..	-	..
..	N. Acre Co. (#50)	25,000,000	Feb. 1, '21	57%	Q	22%	21	21	+ 1%	3,700			
..	National Biscuit Co.	22,200,000	Apr. 1, '21	1%	Q	120%	116	117%	- 2%	1,600			
..	National Biscuit Co. pf.	24,804,500	Feb. 28, '21	1%	Q	110%	113	113	+ 2%	300			
..															

New York Stock Exchange Transactions—Continued

Yearly Price Ranges.										STOCKS.	Amount Capital Stock Listed.	Last Date Paid.	Dividend Per Cent.	Per-iod.	Last Week's Transactions					
1919.	High.	Low.	High.	Low.	This Year to Date.	Low.	Date.	First.	High.	Low.	Last.	Change.	Sales							
17	12½%	10	13	10	11½	Mar. 10	ST. JOSEPH LEAD (\$10).....	14,064,600	Mar. 21, '21	25c	Q	11½	12	11½	12	+ 1%	300			
27%	10%	3%	15%	24%	Jan. 10	10½	St. Louis-San Francisco.....	46,432,000	.....	..	..	22½	21½	22	22	- 1%	9,900
37	20	48%	20%	33%	Jan. 11	28	St. Louis-San Francisco pf.....	7,500,000	.....	..	..	31	31	20½	30½	- 1%	600
25	10%	40	11	30%	Mar. 9	23%	St. Louis Southwestern.....	16,356,200	.....	..	..	28	28½	27½	28½	+ 1%	2,600
37%	23	49%	20%	41	Mar. 13	35	St. Louis Southwestern pf.....	19,885,700	.....	..	..	37½	37½	36½	36½	+ 1%	800
..	25½	2½	5%	Feb. 16	20%	Mar. 27	St. Cecilia Sugar (sh.).....	105,000	Nov. 1, '20	25c	..	21½	23½	23	23	- 1%	1,800			
94½	53%	83%	9	23%	Jan. 11	11½	Savage Arms (sh.).....	9,230,500	Sep. 15, '20	1½	..	17	17	15	15	- 1%	300			
29	6%	21½	2%	6%	Apr. 23	25	Saxon Motor (sh.).....	187,100	Apr. 19, '17	1%	..	6½	6½	6½	6½	+ 1%	14,400			
12	6%	11½	5%	7½	Jan. 3	5½	Seaboard Air Line.....	21,255,300	.....	..	..	5½	5½	5½	5½	+ 1%	400
23½	12	20%	8½	12	Jan. 8	8½	Seaboard Air Line pf.....	12,715,500	Aug. 15, '11	1	..	9	9	8	8	- 1%	1,000			
230%	168%	243	85%	98%	Jan. 3	6½	Sears, Roebuck & Co.....	106,000,000	Feb. 12, '21	52	..	81½	87½	81½	80½	+ 4%	30,000			
120	115½	119½	98½	102	Jan. 27	96	Sears, Roebuck & Co. pf.....	8,000,000	Apr. 1, '21	1½	Q	160	160	160	160	- 1%	500			
..	23%	14%	20%	20%	Jan. 17	12½	Semco Copper (sh.).....	200,000	.....	..	..	16	17	16	16	+ 1%	8,800
19½	10	13	4	6½	Jan. 7	4½	Shat. Ariz. Copper (\$10).....	3,500,000	Jan. 20, '20	25c	..	6½	6½	6½	6½	+ 1%	600			
80½	74	90%	33½	40%	Apr. 28	38½	Shell Trans. & Trading (sh.).....	352,385	Jan. 27, '21	72½	..	45½	45½	43½	43½	+ 3%	9,500			
64%	41½	48%	20	28½	Apr. 25	19½	Sinclair Cons. Oil (sh.).....	3,881,631	Apr. 15, '21	1½	Q	27½	28½	26½	26½	- 1%	136,900			
80	46%	82%	43	74	Jan. 11	38	Sloss-Sheffield Steel & Iron.....	10,000,600	Feb. 10, '21	1½	Q	40½	43	40	40	+ 4	1,300			
97½	50	94%	75	73½	Feb. 28	73½	Sloss-Sheffield Steel & Iron pf.....	6,000,000	Apr. 1, '21	1½	Q	108½	108½	108½	108½	- 1%	200			
25	132	310	70	175	Jan. 31	55	South Porto Rico Sugar.....	5,625,000	Apr. 1, '21	1½	Q	55	55	55	55	- 15	600			
117	107	116	103	107	Apr. 26	103	South Porto Rico Sugar pf.....	5,000,000	Apr. 1, '21	2	Q	103	103	103	103	- 1%	100			
115	91%	113½	80%	101	Jan. 3	70	Southern Pacific.....	508,087,499	Apr. 1, '21	1½	Q	75	76½	75½	75½	+ 1%	42,700			
..	137½	137½	100	100	.....	.....	Southern Pacific trust receipts.....	1,947,200	.....	..	..	12½	12½	12½	12½	- 1%	200
33	20%	33½	18	24%	Jan. 13	10	Standard Oil (N. J.).....	94,750,000	.....	..	..	21½	22½	21½	21½	- 1%	8,500
72½	52%	66½	50	60	Jan. 13	53½	Standard Oil (N. J. t. r.).....	58,758,100	Dec. 30, '20	2½	SA	30½	30½	28½	28½	+ 3%	3,300			
50	50	51½	51½	51½	.....	.....	Standard Milling.....	5,750,200	Apr. 1, '21	2	SA	31½	31½	31½	31½	- 1%	200	
160	124	160	100	111	Apr. 5	106	Standard Milling.....	7,399,000	Feb. 28, '21	1	Q	31½	31½	31½	31½	- 1%	200			
94%	85%	85	77½	78	Jan. 12	70	Standard Milling pf.....	6,488,300	Feb. 28, '21	1½	Q	78	78	78	78	- 1%	200			
151	45%	126%	37%	93½	Apr. 20	43%	Standard Oil, N. J. (\$25).....	98,328,300	Mar. 15, '21	2½	Q	154	150	151½	151½	- 3%	1,000			
104%	92	101%	76	96	Mar. 26	83	Standard Oil, N. J. pf.....	19,676,600	Mar. 15, '21	1½	Q	108½	108½	108½	108½	- 1%	3,100			
..	14	8%	10%	7½	Apr. 15	10	Submarine Boat (sh.).....	17,500,000	Apr. 1, '21	1½	Q	78½	78½	78½	78½	- 1%	300			
54%	52	60	41	48	Jan. 13	36	Superior Oil (sh.).....	3,000,000	Mar. 1, '21	1½	Q	108½	108½	108½	108½	- 1%	200			
105	95%	102	96	97½	Jan. 13	96	Superior Oil pf.....	6,000,000	May 2, '21	1½	Q	40	42	42	42	+ 2	400			
..	47	19%	25%	25%	Jan. 10	12	Superior Oil sub. rec'ts. full pd.....	2,379,300	Feb. 15, '21	2	Q	96	96	96	96	- 1%	200			
..	38	38	38	38	.....	.....	TEMTOR CORN & F. PROD., Class A (sh.).....	137,000	Oct. 5, '20	\$1	..	12	12	12	12	- 1%	200	
17½	9%	12%	6½	10%	Apr. 26	7	TEMTOR CORN & F. PROD., Class B (sh.).....	55,550	Oct. 5, '20	\$1	..	38	38	38	38	- 1%	200			
..	53%	40	45	45	Mar. 25	13	Tenn. C. & C. cfs. (sh.).....	76,585	Mar. 13, '18	8	..	95	100	95	95	+ 5%	21,100			
..	..	..	..	..	.....	.....	Texas Co. (\$25).....	130,982,000	Mar. 31, '21	750	Q	40½	40½	38½	38½	+ 3%	41,700
70%	27½	47	14	24%	Feb. 25	16	Texas & Pacific.....	38,760,000	Mar. 15, '21	2½	Q	21	22½	20½	20½	- 1%	7,500			
160	180	420	210	270	Apr. 29	210	Texas Pac. Land Tr.	6,000,000	Mar. 31, '21	250	..	21	25	20	20	+ 3%	20,400			
25%	11	22%	9%	20%	Mar. 21	13	Third Avenue.....	16,590,000	Oct. 1, '16	1	..	15	17	15	15	- 1%	200			
275	207	220	180	171½	Apr. 23	161	Tide Water Oil.....	40,576,700	Mar. 31, '21	4	Q	17	17	17	17	- 1%	200			
..	..	..	..	..	.....	.....	Tide W. Oil sub. rec'ts. full pd.....	.....	.....	..	..	170	170	170	170	- 1%	200
115	72½	95%	46	57½	Jan. 20	45	Tobacco Products.....	17,596,900	Feb. 15, '21	1½	Q	52	54½	51½	51½	+ 2	20,100			
120	97%	106	80	91	Jan. 13	79	Tobacco Products pf.....	8,000,000	Apr. 1, '21	1½	Q	81½	81½	81½	81½	- 1%	200			
13½	5	19%	8	15	Apr. 25	6½	T. St. L. & W. cfs. of d.	9,500,800	.....	..	..	11	11	11	11	+ 1%	100
25%	16	24%	11	20	Jan. 20	6	T. St. L. & W. cfs. of d.	9,466,800	.....	..	..	10½	10½	10½	10½	- 1%	200
74%	34%	38%	12½	12½	Apr. 23	6½	Transcon. Oil (sh.).....	2,400,000	Apr. 15, '21	1½	Q	12½	13	13½	13½	+ 1%	49,300			
74%	37%	37%	11½	11½	Apr. 19	30	Transcon. Oil (sh.).....	1,080,000	Apr. 15, '21	2	Q	42	42	42	42	- 1%	1,900			
122	106	111½	98½	106	Jan. 19	106	Twin City Cap. Transit.....	8,000,800	Apr. 1, '21	1½	Q	46	46	46	46	- 1%	100			
197½	115	200	121	160%	Feb. 25	145	UNDERWOOD TYPEWR.	9,000,600	Apr. 1, '21	2½	Q	106	106	106	106	- 1%	200			
121	112	110	100	104%	Jan. 18	104%	UNDERWOOD TYPEWRITER pf.....	3,900,000	Apr. 1, '21	1½	Q	104½	104½	104½	104½	- 1%	200			
100	75	127	61½	61½	Jan. 13	68	Union Bag & Paper.....	14,897,000	Mar. 14, '21	2	Q	70	70	70	70	- 1%	400			
45½	34%	38	19½	24%	Jan. 6	17½	Union Oil (sh.).....	1,364,637	.....	..	..	23	23	23	23	- 1%	8,800
138½	119½	129½	110	122	Jan. 10	113½	Union Pacific.....	2,229,600	Apr. 1											

The Trend of Bond Prices—Average of 40 Listed Issues



Stock Exchange Bond Trading Week Ended April 30

Total Sales \$62,891,250 Par Value

Range, 1921	High	Low	Sales	High	Low	Last	Net Ch'ge	Range, 1921	High	Low	Sales	High	Low	Last	Net Ch'ge	Range, 1921	High	Low	Sales	High	Low	Last	Net Ch'ge
104%	105%	103%	3 ALASKA G. M.c.v.in.	104	99½	115	+ 1	102%	103%	100%	100%	99½	100	- 1	- 1	71½	64½	1 L. & N. So.Ry.Jt.4s	66	66	+ 1	1	
104%	104%	103%	Series A	15	15	15	..	91%	87%	2 C. & N.W. 7s.....	100%	99½	100	- 1	71½	64½	10	100	100	100	100	100	- 1
104%	104%	103%	Series B	15	15	15	..	66½	58	2 Chicago Rya. 5s...	66%	65½	65%	- 1	70	-	56½	54½	1 MANHAT. CON. 4s	55	55	+ 1	8
104%	104%	103%	Am. Ag. Co. cv. 5s..	92	92	92	+ 1	60½	66	12 C. & N.W. deb. 5s	80%	80%	80%	+ 1	70	-	57½	53	10 stan. Con. 4s, tax ex. 55%	55	55	-	8
100%	97½	100%	Am. Ag. Ch. deb. 5s	100%	100%	100%	..	102½	99%	12 C. & P.M. & O. 6s	100%	99%	100%	+ 1	66	67	102½	98½	337 Mex. Pet. s. f.s.w.i. 98%	98½	98½	-	1
75%	70%	71	Am. Cotton Oil. 5s..	75	73	73	..	84	81	5 C. & P.M. & O. 6s	100%	98%	95%	- 1	83	83	79½	75	1 Mich. Cent. deb. 4s..	78½	78½	+ 1	1
90%	90%	90%	Am. D. & I. 5s.....	90%	90%	90%	+ 1	106½	102%	25 Cbi. Un. Sta. 6s...	95%	95%	95%	- 1	103	102½	71	66	13 Mich. Cent. 3½s.....	69½	69½	-	1
78%	73%	78	Am. S. & R. Int. 5s..	76½	76½	76½	- 1	62½	57	17 Cbi. & W. Ind. 4s..	60	59½	59½	- 1	60	60	78½	75	1 Mich. Cent. Tel. 3s..	87½	87½	-	1
101%	101%	101%	Am. T. & T. cv. 6s.101%	100%	100%	100%	..	98	92	19 Chile Copper 6s..	73%	72½	73%	+ 1	94	94	79½	75	1 Mich. Cent. Tel. 3s..	87½	87½	-	1
85%	77%	87	Am. T. & T. cv. 6s..	82	82	82	- 1	72	66	13 C. & C. & St. L. gen. 4s	67%	66%	67%	+ 1	67	66	85	81	13 Mich. Cent. 3½s.....	69½	69½	-	1
90%	90%	90%	1st A. T. & T. cv. 6s..	90%	90%	90%	..	92	86½	22 C. & C. & St. L. gen. 4s	87%	86½	87%	+ 1	87	87	81	78	1 Mich. Cent. Tel. 3s..	87½	87½	-	1
90%	80	90	Am. T. & T. cv. 6s..	89	89	89	+ 1	81	75½	3 C. & C. & St. L. deb. 4½s	77	77	77	- 1	77	77	42	36	71 M. K. & T. 2d 4s..	37½	37½	-	1
86%	73%	72	Am. T. & T. cv. 6s..	79	78	78	..	74	13 C. & C. & St. L.	74½	74½	74½	+ 1	10	10	39	30½	18 M. K. & T. 2d 4s..	36½	36½	-	1	
70%	67	71	Am. Writing P. 7s..	70	69½	69½	- 1	71	68½	4 C. & C. & St. L.	68½	68½	68½	- 1	68	68	80	75½	3 M. K. & T. 2d 4s..	36½	36½	-	1
52%	50	55	Ann Arbor 5s..	52½	51½	51½	- 1	82	76	3 Col. F. & I. gen. 5s..	76	76	76	- 1	72	72	92½	86½	2 Mo. Pac. ref. 5s..	92½	90	+ 1	8
81½	75	87	Armour & Co. 4½s..	80	79½	78½	- 1	71	62½	7 Col. Industrial 5s..	70	70	70	+ 1	62	62	56½	51½	122 Mo. Pac. gen. 4s..	53½	53½	-	1
79½	75%	88	4 Am. Ag. Ch. deb. 5s.	100%	100%	100%	..	84	79	8 C. & So. ref. 4s..	80%	80%	80%	- 1	78	78	100	94	192 Mob. & New Ga. 100%	99½	100	+ 1	1
73%	73%	73	Am. T. & S. F. adj. 4s..	69%	69%	69%	..	75½	66	26 C. & So. ref. 4s..	73%	73%	73%	- 1	67	67	77½	73½	3 M. & O. St. L. & C. 4½s..	74	74	-	1
73%	68	73	Am. T. & S. F. adj. 4s..	69%	69%	69%	..	80½	71	4 Col. Gas. & E. 5s..	84½	84½	84½	- 1	84	84	88	82	5 Montana Power 5s..	83½	83½	-	1
72%	67%	73	5 A. T. & S. F. cv. 4½s..	69%	69%	69%	..	82	72	3 Comp. Tab. Rec. 4s..	80	80	80	- 1	80	80	94½	92½	2 Mo. Pac. ref. 5s..	92½	90	+ 1	8
84	78%	87	7 A. T. & S. F. cv. 4½s..	81	80½	80½	+ 1	102	99	83 Consol. Gas. cv. 7s..	101%	100%	101%	+ 1	101	100	80	74½	3 N. C. & ST. L. con. 5s..	92½	92½	-	1
72%	65	75	15 A. T. & S. F. Ry. M. 7s..	70	68	68	- 1	102½	100	106 Cub. Am. Sug. 100%	100%	100%	100%	- 1	100	100	76½	72½	2 N. C. & ST. L. con. 5s..	92½	90	+ 1	8
78%	73%	78	20 A. T. & S. F. Ry. M. 7s..	74	74	74	- 1	86	82½	100 Cuba R. R. 5s..	82½	82½	82½	- 1	83	83	76½	72½	10 M. & O. St. L. & C. 4½s..	74	74	-	1
87%	83	87	12 A. T. & S. F. Ry. M. 7s..	85	84½	84½	- 1	73	50½	7 Cuba R. R. 5s..	71%	69½	69½	- 1	69	69	88	84	5 Morris & Co. 4½s..	75½	75½	-	1
102½	98%	100	50 Atl. Coast Line 7s..	100%	99%	99%	- 1	106	100½	25 DEL. & HUD. 7s..	100%	100%	100%	+ 1	101	100	69½	64½	2 N. Y. Cent. gen. 3½s..	92½	92½	-	1
81	75	85	45 At. C. L. & N. C. 4s..	70	69½	69½	- 1	84	80½	12 Del. & Hud. con. 5s..	81%	81%	81%	- 1	80	80	80	74½	19 N. Y. Cent. deb. 4s..	75½	75½	-	1
73	65	75	21 A. C. L. & N. C. 4s..	69	67½	67½	- 1	81	77	6 Del. & H. 1st ref. 4s..	78½	78½	78½	- 1	78	78	76½	72½	10 N. Y. Cent. deb. 4s..	74	74	-	1
78%	72%	78	1 At. C. L. & N. C. 4s..	74	74	74	- 1	71	62	10 D. & R. G. imp. 5s..	70	70	70	+ 1	69	69	81	74	4 N. Y. Cent. ref. 4s..	75	74	-	1
82%	77%	87	11 At. C. L. & N. C. 4s..	87	87	87	- 1	77	66½	1 D. & R. G. con. 4½s..	89	89	89	- 1	89	89	82	76½	13 N. Y. Cent. con. 4s..	86½	86½	-	1
73%	65%	75	19 Atlantic Ref. 7s..	56	55	55	- 1	45	40½	8 D. & R. G. 1st ref. 4s..	40%	40%	40%	- 1	40	40	88	82	16 N. Y. Cent. deb. 6s..	60½	60½	-	1
70%	65%	70	12 Atlantic Ref. 7s..	56	55	55	- 1	66	63	46 D. & R. G. 4s..	64½	63½	63½	- 1	63	63	82	77½	5 N. Y. C. & ST. L. 1st 4s..	80	80	+ 1	8
65%	52	65	23 Balt. & Ohio 4s..	81	81	81	- 1	45	40	10 Del. & Hud. 1st ref. 5s..	45	45	45	- 1	42	42	82	77½	3 N. Y. Dock 4s..	68	68	+ 1	8
84%	75%	87	21 Balt. & Ohio 4s..	88	88	88	- 1	89½	87½	1 Det. edil. col. 4s..	87%	87%	87%	- 1	87	87	88	84	12 N.Y.G. E.L.H. & P. 4s..	67	67	-	1
71%	65%	71	101 Balt. & Ohio 4s..	69	68	68	- 1	82½	77½	5 Det. Edison ref. 5s..	80%	80%	80%	- 1	79	79	96½	93	3 N.Y.L. & W. const. 5s..	95½	95½	-	1
62%	55%	62	35 Balt. & Ohio ref. 5s..	69	67	67	- 1	90	88½	9 Ed. Edison ref. 6s..	88%	88%	88%	- 1	88	88	72½	68	9 N. Y. H. & H. 4s..	60	60	+ 1	8
70%	65%	70	20 B. & O. P. L. 4s..	65	63	63	- 1	63½	58½	14 Del. Riv. Tun. 4s..	58%	58%	58%	- 1	58	58	40½	39½	20 N. Y. N. H. & H. 4s..	58	58	+ 1	8
70%	61%	71	7 W. Va. 4s..	64½	64	64	- 1	77½	71½	4 Distillers Sec. 5s..	70½	70½	70½	- 1	70	70	50	40	5 N. Y. N. H. & H. 4s..	58	58	+ 1	8
70%	61%	7																					

Stock Exchange Bond Trading—Continued

Range, 1921										Range, 1921										Range, 1921									
High	Low	Sales	High	Low	Last	Net Ch'ge	High	Low	Last	Net Ch'ge	High	Low	Sales	High	Low	Last	Net Ch'ge	High	Low	Sales	High	Low	Last	Net Ch'ge					
97½	95½	12 St. L. & S. F. gen. 6s 97	96	96	—	—	93½	94	511 U. S. Steel 5s, reg.	94½	94½	+ 1	—	97½	95½	48 City of Berne ss... 97	96½	96½	—	—	97½	95½	48 City of Bergen ss... 95	95	95½	+ 1			
76	75	1 St. L. South. 1st 4s 76	76	76	+ 1	—	81	81	113 Utah Power & L. 5s 79½	79	79½	—	—	95½	95½	27 City of Bordeaux ss... 95½	95	95½	+ 1	—	95½	95½	23 City of C. of Christiania ss... 96½	96	96½	+ 1			
69	64½	1 St. L. & S. W. 1st 4s 67	66½	67	+ 1	—	69½	67	—	—	93½	94	1 V.A.-CAR. CH. cv. 6s 90%	90%	90%	—	—	98	94½	38 C. of Copen 5½s, 7½s	74	74	—						
69½	62½	30 St. L. & S. W. Term.	—	—	—	—	93½	94	32 Va.-Car. Chem. 3s 93½	91½	91½	—	—	75½	72	165½ City of Copen 5½s, 7½s	74	74	—	—	75½	72	15 City of Lyons ss... 80	79½	79½	+ 1			
65½	67½	45 St. L. & S. W. con. 4s 64½	62	64	+ 2	—	93½	94	105 Va.-Car. Chem. 7½s 91½	90½	90½	—	—	84½	74½	15 City of Marseilles ss... 80	79½	79½	+ 1	—	84½	74½	13 City of Paris ss... 98½	97½	98½	+ 1			
68½	62½	17 St. P. & K.C.S.L. 4½s 62	62½	62½	—	—	81	81	9 Virginian Rwy. 5s 82	81½	81½	—	—	81	74	1 City of Zurich ss... 97½	96½	96½	+ 1	—	81	74	1 City of Tokyo ss... 61	60	60	—			
92	87½	1 St. P. & K.C.S.L. 4½s 88	88	88	+ 1	—	90	88	—	—	81	82	—	—	98	94½	29 City of Zurich ss... 97½	96½	96½	+ 1	—	98	94½	29 City of Zurich ss... 97½	96½	96½	+ 1		
82½	82½	1 St. P. M. & M. con. 4s 82½	82½	82½	—	—	90	84½	26 WABASH 1st 5s... 80	84½	85½	+ 1½	—	98	94½	29 City of Zurich ss... 97½	96½	96½	+ 1	—	98	94½	29 City of Zurich ss... 97½	96½	96½	+ 1			
61½	58	20 San An. & A. P. 4s 63½	63	63½	+ ½	—	56	55	2 Wabash 2d 5s... 73½	73½	73½	—	—	60½	43	18 City of Tokyo ss... 61	60	60	—	—	60½	43	18 City of Tokyo ss... 61	60	60	—			
69½	50½	1 Seab. A. L. gold 60½	60½	60½	—	—	74½	75	30 Wabash T. & C. 4s... 56	56	56	—	—	96	95½	22 Dan. Munie. s.t. 88½ A 98½	97½	98½	+ 1	—	96	95½	22 Dan. Munie. s.t. 88½ A 98½	97½	98½	+ 1			
55½	52½	1 Seab. A. L. g. 4s, 5s, 6s	52½	52½	—	—	72	66	12 West Shore 4s, reg.	71	71	+ 1½	—	96	95½	17 Dom. of C. 5½s, 1921 90½	90½	90½	+ 1	—	96	95½	17 Dom. of C. 5½s, 1921 90½	90½	90½	+ 1			
43	36	11 Seab'd All L. ref. 4s 40	39½	39½	+ ½	—	80	80	16 Western Electric 5s 90½	90½	90½	—	—	97½	85½	17 Dom. of C. 5½s, 1921 90½	91½	92½	+ 1	—	97½	85½	17 Dom. of C. 5½s, 1921 90½	91½	92½	+ 1			
55	45	12 Seab'd Air L. con. 6s 47½	47	47	—	—	89	89	7 Western Pacific 5s... 82	81	82	+ 1½	—	98	87½	15 City of Lyons ss... 80	79½	79½	+ 1	—	98	87½	15 City of Lyons ss... 80	79½	79½	+ 1			
30½	30½	30 Seab'd Aid L. adj. 5s 32	31	31	+ 1	—	81	77½	6 W. Un. real est. 4s 80½	80	80	—	—	101½	97½	260 French Govt. ss... 98½	98½	98½	+ 1	—	101½	97½	260 French Govt. ss... 98½	98½	98½	+ 1			
95½	90	100 Sinclair Oil Co. 7½s 93½	92½	93½	+ 1½	—	80½	80	20 W. Tel. co. 5s 83½	83	83	—	—	104½	102	14 Gev. of Switz. ss... 100½	103	103	—	—	104½	102	14 Gev. of Switz. ss... 100½	103	103	—			
83	81	6 So. Bell Tel. 5s... 82	81½	82	+ ½	—	56½	56½	21 Western Md. 5s... 53½	53	53	+ 1½	—	82½	75	1 Jap. 4s, ster. loan 83½	82½	83½	+ 1	—	82½	75	1 Jap. 4s, ster. loan 83½	82½	83½	+ 1			
100½	88	3 So. Pac. conv. 5s... 89	89	89	—	—	100	94½	206 Western Md. 5s... 53½	53	53	+ 1½	—	82½	75	1 Jap. 4s, ster. loan 83½	82½	83½	+ 1	—	82½	75	1 Jap. 4s, ster. loan 83½	82½	83½	+ 1			
79½	75½	17 So. Pac. conv. 4s... 78	78½	78½	+ ½	—	50	50	10 W. & L. E. cons. 4s 76	76	76	—	—	95½	87½	15 King of Belg. 7½s 86	97½	97½	+ 1	—	95½	87½	15 King of Belg. 7½s 86	97½	97½	+ 1			
76	69	14 So. Pac. F. Tel. 4s 71½	70	70	+ 1	—	54	54	11 Wilkes & East 1st 5s 73	72	72	—	—	96	87	15 King of Belg. 7½s 86	97½	97½	+ 1	—	96	87	15 King of Belg. 7½s 86	97½	97½	+ 1			
73	67½	60 So. Pac. col. 4s... 70½	68½	69½	+ 1	—	80	80	41 Wilson & Co. 1st 4s 88½	87½	88	+ 1	—	105½	102	260 French Govt. ss... 98½	98½	98½	+ 1	—	105½	102	260 French Govt. ss... 98½	98½	98½	+ 1			
90	82½	24 Southern 4s... 83½	82½	82½	+ 1	—	80	80	41 Wilson & Co. 4s 82½	82	82	+ 1	—	109	105½	260 King of Denmark ss... 96½	96½	96½	+ 1	—	109	105½	260 King of Denmark ss... 96½	96½	96½	+ 1			
60½	57½	3 So.Ry. M. & O.co. 4s 60½	60½	60½	+ 1	—	71½	66½	35 Wilson Cent. gen. 4s 67½	67½	67½	+ 1	—	87	81	50 King of Italy 6½s 87	87	87	+ 1	—	87	81	50 King of Italy 6½s 87	87	87	+ 1			
61½	53	33 South. Ry. gen. 4s 58½	57½	58½	+ 1	—	73	66½	4 Wis. Cen., Sup. & Ds 67½	67½	67½	+ 1	—	105½	103	260 King of Norway ss... 100½	100	100	+ 1	—	105½	103	260 King of Norway ss... 100½	100	100	+ 1			
102½	101	150 Stand. Oil Cts. 7s... 102½	102½	102½	—	—	70	70	101 Stand. Oil Cts. 7s... 102½	102½	102½	—	—	106½	102	260 King of Sweden ss... 92	92	92	+ 1	—	106½	102	260 King of Sweden ss... 92	92	92	+ 1			
95½	93	7 Steel & Tube 7s... 94½	94½	94½	—	—	88	88	53 Stand. Milling 5s... 88	85½	85½	+ 1½	—	108	102	260 King of Spain ss... 90	90	90	+ 1	—	108	102	260 King of Spain ss... 90	90	90	+ 1			
88½	85	4 Standard Milling 5s... 88	85	85	+ 1½	—	88	85	53 Stand. Milling 5s... 88	85	85	+ 1½	—	108	102	260 King of Spain ss... 90	90	90	+ 1	—	108	102	260 King of Spain ss... 90	90	90	+ 1			
81½	77	33 TEX. & PAC 1st 5s 80	78	78	+ 1	—	98	97	307 W. & N. 70 338½ Lib. 3½s, 1922-47	89½	89½	+ 1½	—	98	97½	100 San Paulo 8s 97½	97½	97½	+ 1	—	98	97½	100 San Paulo 8s 97½	97½	97½	+ 1			
72	68½	1 T. St. L. & S. F. ref. 4s 70	70	70	+ 1½	—	56	55	32 W. & N. 70 338½ Lib. 3½s, 1922-47	89½	89½	+ 1½	—	98	97½	100 U.K.G.B. 1. 5½s, 21 1911 97½	96½	96½	+ 1	—	98	97½	100 U.K.G.B. 1. 5½s, 21 1911 97½	96½	96½	+ 1			
47½	40½	22 Third Av. ref. 4s... 47	46½	46½	+ 1	—	80	79	32 W. & N. 70 338½ Lib. 3½s, 1922-47	89½	89½	+ 1½	—	98	97½	100 U.K.G.B. 1. 5½s, 22 1912 97½	96½	96½	+ 1	—	98	97½	100 U.K.G.B. 1. 5½s, 22 1912 97½	96½	96½	+ 1			
33½	25	13 Third Av. adj. 5s... 31½	31	31	+ 1½	—	87	87	32 W. & N. 70 338½ Lib. 3½s, 1922-47	89½	89½	+ 1½	—	98	97½	100 U.K.G.B. 1. 5½s, 23 1913 97½	96½	96½	+ 1	—	98	97½	100 U.K.G.B. 1. 5½s, 23 1913 97½	96½	96½	+ 1			
53	45	4 Tor. Ham. & B. 7s 70	70	70	+ 1	—	54	54	11 Wilkes & East 1st 5s 73	72	72	—	—	98	97½	100 U.K.G.B. 1. 5½s, 24 1914 97½	96½	96½	+ 1	—	98	97½	100 U.K.G.B. 1. 5½s, 24 1914 97½	96½	96½	+ 1			
98½	94	15 Tide W. Oil 6½s, cfs. 96½	95½	95½	+ 1½	—	—	—	—	—	—	—	—	98	97½	100 U.K.G.B. 1. 5½s, 25 1915 97½	96½	96½	+ 1	—	98	97½	100 U.K.G.B. 1. 5½s, 25 1915 97½	96½	96½	+ 1			
84½																													

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Open Security Market

INDUSTRIAL AND MISCELLANEOUS

Bid Offered

Advance Rumely 6s. 1925	83	87	Rauscher & Mackay, 15 Broad. Hanover 4434.
Do 6s. scrip	85	..	Rauscher & Mackay, 15 Broad. Hanover 4434.
American Thread 6s. 1928	94%	96%	Pynchon & Co., 111 Broadway. Rector 813.
Bell Telephone Co. Canada 5s. 25	82	83	Pynchon & Co., 111 Broadway. Rector 813.
Do 7s. 1925	80	83	Miller & Co., 120 Broadway. Rector 7500.
American Cities 5s-6s. 1919-38	38	42	Miller & Co., 120 Broadway. Rector 7500.
Breitung Iron 7s. 1927	83	..	A. F. Ingold & Co., 74 Broadway. Rector 3993.
Can. Car. & Fdry 6s. 1930	79%	80%	A. F. Ingold & Co., 74 Broadway. Rector 3993.
Can. Car. Fdry 1st 6s. 1930	79	81	Miller & Co., 120 Broadway. Rector 7500.
Dominion Coal 1st 5s. 1940s	78	82	Pynchon & Co., 111 Broadway. Rector 813.
Dominion Coal 1st 5s. 1939	58	62	Miller & Co., 120 Broadway. Rector 7500.
Fleischmann 5s. 1930	101	102	W. E. Hutton & Co., 60 Broadway. Bowing Green 4140.
International Silver Co. 1st 6s. 48	86	88%	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Magnolia Pet. Co. 1st 6s. 1937	92%	94%	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Marquette Iron 7s. 1927	88	88	A. F. Ingold & Co., 74 Broadway. Rector 3993.
Newton Creek Land Co. 10-yrs. 5%	100	..	Melhuish & Co., 43 Exchange Place. John 6006.
New Jersey Zinc 10s. 1926-30	84	..	E. A. Baker & Son, 15 Broad St. Hanover 1011.
Nova Sco. Steel & Coal 1st 5s. 50	65	70	Pynchon & Co., 111 Broadway. Rector 813.
Nat. Conduit & Cable 6s. 1927	60	65	Pynchon & Co., 111 Broadway. Rector 813.
O'Gara Cos. 1st 5s. 1935	64	66	Pynchon & Co., 111 Broadway. Rector 813.
Hudson Pulp & Paper 6s. 20-42	75%	80	Miller & Co., 120 Broadway. Rector 7500.
Rocky Mt. Coal & Iron 1st 5s. 51	55%	58	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Shaffer Oil & Ref. 6s. 1920-25	78	81	Pynchon & Co., 111 Broadway. Rector 813.
Do	78	80	Ehrich & Co., 87 Exchange Place, New York City.
Sherwin-Williams Co. 1st and ref. 6s. 1941	84	88	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Do	84	88	Pynchon & Co., 111 Broadway. Rector 813.
2 Rector St. Corp. 6s. 1935	89	92	E. A. Baker & Son, 15 Broad St. Hanover 1011.
Union Steel 5s. 1932	99	100	E. A. Baker & Son, 15 Broad St. Hanover 1011.
United Lead Co. deb. 5s. 1943	75	78%	Ehrich & Co., 67 Exchange Place, New York City.
U. S. Light & Heat 6s. 1935	60	66	Pynchon & Co., 111 Broadway. Rector 813.
Utah Fuel 5s. 1931	80	84	Pynchon & Co., 111 Broadway. Rector 813.
Webster Coal & Coke 1st 5s. 42	83	88	E. A. Baker & Son, 15 Broad St. Hanover 1011.
Ward Baking 6s. 1937	90	92	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Wheeling St. L. Co. 6s. 1922-37 Offer wanted	78	70	Ehrich & Co., 87 Exchange Place, New York City.

PUBLIC UTILITIES

Adirondack El. Pow. 1st 5s. 62	79	80%	Pynchon & Co., 111 Broadway. Rector 813.
Adirondack P. & L. 1st 6s. 1950	85	86	Pynchon & Co., 111 Broadway. Rector 813.
Alabama Power Co. 1st 5s. 1946	76%	78	Pynchon & Co., 111 Broadway. Rector 813.
Am. Cities 5s-6s. col. Tr. J. & J. 19	35	41	Pynchon & Co., 111 Broadway. Rector 813.
Am. Gas. & Elec. Trac. 1st 5s. 1924	54%	58	Pynchon & Co., 111 Broadway. Rector 813.
Am. Waterworks & El. col. tr. 5s. 34	54%	55	W. G. Souders & Co., 111 Nassau St. Rector 2738.
Do 5s. 1934	54%	55	Otto Billo, 37 Wall St. Hanover 6297.
Do 5s. 1934	54%	55	A. F. Ingold & Co., 74 Broadway. Rector 3991.
Am. Power & Light Co. 6s. 1921	97	..	Pynchon & Co., 111 Broadway. Rector 813.
Do Ser. A deb. 6s. 2016	72	74	Pynchon & Co., 111 Broadway. Rector 813.
Asheville Pow. & Lt. Co. 1st 5s. 42	74	78	Pynchon & Co., 111 Broadway. Rector 813.
Birmingham Ry. & Lt. 4% 54	62	65	Miller & Co., 120 Broadway. Rector 7500.
Do 6s. 1957	67	70	Miller & Co., 120 Broadway. Rector 7500.
Bloomington, Decatur & Champaign Ry. Co. 1st 5s. 40	56	62	Pynchon & Co., 111 Broadway. Rector 813.
B'klyn Ed. Corp. A inc. 5s. 49	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1930	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1930	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1930	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1930	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1930	78%	80	Pynchon & Co., 111 Broadway. Rector 813.
Burlington G. & L. 1st 5s. 1955	51	55	Pynchon & Co., 111 Broadway. Rector 813.
Burlington Ry. & Lt. Co. 1st 5s. 32	51	55	Pynchon & Co., 111 Broadway. Rector 813.
Buttle El. & P. Co. 1st 5s. 1951	80%	85%	Pynchon & Co., 111 Broadway. Rector 813.
Cal. Elec. Gen. Co. 1st 5s. 48	49	51	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Canada Lt. & Pow. 5s. 1949	75	78%	Miller & Co., 120 Broadway. Rector 7500.
Carolina P. & L. Co. 1st 5s. 1938	75	80%	Pynchon & Co., 111 Broadway. Rector 813.
Cedar Rap. M. & P. 1st 5s. 53	75	82	Pynchon & Co., 111 Broadway. Rector 813.
Do	75	82	Pynchon & Co., 111 Broadway. Rector 813.
Central St. El. Corp. 5s. new	90	93	Pynchon & Co., 111 Broadway. Rector 813.
Central Power & Light 6s. 1946	73	75	Pynchon & Co., 111 Broadway. Rector 813.
Clev. Elec. & Lt. Co. 1st 5s. 1935	90%	96%	Pynchon & Co., 111 Broadway. Rector 813.
Do 100%	90%	96%	Pynchon & Co., 111 Broadway. Rector 813.
Cincinnati Gas & El. 1st ref. 5s.	93	96	Ehrich & Co., 67 Exchange Place, New York City.
Cities Serv. Co. 7% deb. B. 66	123	132	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Do 7% deb. C. 1946	94	96	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Do 7% deb. D. 1946	84%	85%	Pynchon & Co., 111 Broadway. Rector 813.
Col. St. Ry. Co. 1st con. 5s. 32	62	65	Pynchon & Co., 111 Broadway. Rector 813.
Con. L. P. & Tr. Co. 1st 5s. 62	50	55	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Con. L. P. & Tr. Co. 1st 5s. 62	50	55	Pynchon & Co., 111 Broadway. Rector 813.
Consumers Power Co. 1st 5s. 36	80%	85%	Pynchon & Co., 111 Broadway. Rector 813.
Dallas P. & L. Co. 1st 5s. 49	87	89	Pynchon & Co., 111 Broadway. Rector 813.
D. U. & C. Ry. Co. 1st 5s. 23	74	82	Pynchon & Co., 111 Broadway. Rector 813.
Douglas St. Ry. 1st 5s. 1930	71%	75	J. Nickerson Jr., 61 Broadway. Bowing Green 6840.
Do 100%	71%	75	Ehrich & Co., 67 Exchange Place, New York City.
Economy P. & Lt. Co. 1st 5s. 56	80	87	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Elec. Dev. Co. 1st 5s. 1923	82	84	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Edison Light & Power Co. 1st 5s. 56	80	82	Pynchon & Co., 111 Broadway. Rector 813.
Idaho Power Co. 1st 5s. 1947	77	78	Miller & Co., 120 Broadway. Rector 7500.
Indianapolis Gas 5s. 1952	75	78	Pynchon & Co., 111 Broadway. Rector 813.
International Ry. 5s. 1942	58	60	Pynchon & Co., 111 Broadway. Rector 813.
Internat. Trac. 4s. 1949, cts. Market	71	73	Rauscher & Mackay, 15 Broad St. Hanover 4434.
Kansas City Ry. 1st 5s. 1944	25	30	Rauscher & Mackay, 15 Broad St. Hanover 4434.
Do 2d 6s	8	15	A. S. H. Jones, 56 Wall St. Hanover 906.
Kansas City Lt. & Pow. 1st 5s.	73	76	A. S. H. Jones, 56 Wall St. Hanover 906.
Knoxville Ry. & Lt. Co. ref. and ext. 5s. 1946	65	68	Pynchon & Co., 111 Broadway. Rector 813.
Kosciusko Ry. & Lt. Co. 1st 5s. 38	79	81	Pynchon & Co., 111 Broadway. Rector 813.
Laclede Gas & Lt. Co. 1st ref. 7s. 29	90	91	Pynchon & Co., 111 Broadway. Rector 813.
Lake Shore Elec. Ry. Co. 1st con. 5s. 1923	65	67	Pynchon & Co., 111 Broadway. Rector 813.
Do gen. 5s. 1933	45	50	Pynchon & Co., 111 Broadway. Rector 813.
Laurenlite Power Co. 1st 5s. 46	78	79	Pynchon & Co., 111 Broadway. Rector 813.
Los Angeles Ry. Corp. 1st and ref. 5s. 1940	50	61	Pynchon & Co., 111 Broadway. Rector 813.
Mad. River Pow. Co. 1st 5s. 35	84%	86	Pynchon & Co., 111 Broadway. Rector 813.
Do	84%	86	Wolff & Stanley, 72 Trinity Place. Rector 2920.
Memphis St. Ry. Co. conv. 5s. 45	60	65	Miller & Co., 120 Broadway. Rector 7500.
Michigan Un. Ry. Co. 1st 5s. 30	37	40	Pynchon & Co., 111 Broadway. Rector 813.
Memphis St. Ry. Co. conv. 5s. 45	60	65	Pynchon & Co., 111 Broadway. Rector 813.
Mif. El. Ry. & L. Co. 1st 5s. 26	90%	93	Pynchon & Co., 111 Broadway. Rector 813.
Mif. El. Ry. & L. Co. 1st 5s. 26	90%	93	Pynchon & Co., 111 Broadway. Rector 813.
Mil. Light, Heat & Trac. 1st 5s. 1941	54	57	Pynchon & Co., 111 Broadway. Rector 813.
Minn. St. Ry. & St. C. Ry. Joint con. 5s. 1928	78%	80%	Pynchon & Co., 111 Broadway. Rector 813.
Miss. Riv. Pow. Co. 1st 5s. 51	77	78	Pynchon & Co., 111 Broadway. Rector 813.
Miss. Val. G. & E. col. tr. 5s. 28	82	84	Pynchon & Co., 111 Broadway. Rector 813.
Montreal Tramway 5s. 1941	73	76	Pynchon & Co., 111 Broadway. Rector 813.
Hydro-Electric Co. 1st 5s. 51	80	82	Pynchon & Co., 111 Broadway. Rector 813.
Idaho Power Co. 1st 5s. 1947	77	78	Pynchon & Co., 111 Broadway. Rector 813.
International Ry. 5s. 1942	58	60	Pynchon & Co., 111 Broadway. Rector 813.
Do 5s. 1933	58	60	Pynchon & Co., 111 Broadway. Rector 813.
Mont. Tram. 1st & ref. 5s. 41	73	75	Pynchon & Co., 111 Broadway. Rector 813.
Nashville Ry. & Lt. 1st 5s. 1933	74	76	

Out-of-Town Markets

ADVERTISEMENTS.

ADVERTISEMENTS.

Open Security Market

PUBLIC UTILITIES—Continued

Bid	Offered	
Southern Cal. Edison gen. 5a, '39	N34%	84%
Do gen. & ref. 6a, '44	89	89
Do 6a, '44	89	89%
Southern Wisconsin Pr. 1st 5a, '38	69	66
Tacoma Ry. & Pr. Itr. 5a, '29	67½	
Texas Pr. & Lt. 1st 5a, '37	77	79
Toronto Pr. Co., Ltd., gen. 5a, '24	79	82
Tri-City Ry. & Lt. col. tr. 5a, '23	71	74
Do 1st & ref. 5a, '30	64	64
Twin City G. & E. 1st & ref. 5a, '33	94	97
U.S. Natl. & Pr. Co., deb. 7a	24	24
United Lt. & R. Co. 1st 5a, '32	72½	74
Union El. La. 1st 5a, '32	81	85
United Fuel Gas Co. 1st 5a, '36	56%	89%
West Penn. Trac. 1st 5a, '38	66	67
Wash.-Idaho W. La. & Pr. Co.	68	68
1st sinking fund 6a, '41	57	61
Wisconsin Edison Co. 6a, '24	80	82
Wisconsin Elec. Pow. 7½a, '45	88	100
Wisconsin River Pow. 1st 5a, '41	64	70

RAILROADS

Canada Northern 4a, '30	73	75
Central Pacific coll. tr. 4a, '46	59	60
Chic. Milw. & St. Paul 4a, '25	52	53
Det. Tol. & Ironton 1st 5a	69	66
Det. Tol. & Shore Line 4a, '56	66	66
Evanston & Ohio Valley 1st 5a	45	55
Gulfport Term. 6a, '38	85	91
Great Gulf Br. Line 4a, '39-42	63	67
Grd. Trunk Pac. 3a, 1962 (Dom. guarantee)	50	51
Do 4a, 1962	63	65
Grand Trunk West. 4a, '56	63%	64%
Grand Trunk Pac. 3a, 1962	50%	50%
Grand Trunk Pac. (Prairie Div.) 3a, 1965	46	48
Grand Trunk Pacific, Lake Sup. 4a, 1965	48	52
Gr. Northern of Can. 4a, 1934	57	68%
Do 4a, 1934	61	62%
Kanawha & Va. 1st 5a, '25	63	64
Kokon & Des Moines 5a, 1923	64	67
Manitoba S. W. Col. 5a, 1934	81	85
New York, N. H. & H. 4a, 1922	46	47
Do deb. 4a, 1947	38	40
Do 4a, 1955	38	40
Do 4a, 1956	23	30
Docey & L. Champaign 4a, '48	23	30
St. Joe & Great Lakes 4a, '47	79	80
Union Term. of Dallas 5a, '42	82	87
Virginia S. W. 5a, 1954	62	67
Wisconsin Central gen. 4a, 1948	67	68
Do 4a, 1960	56%	59

Notes

Notes

INDUSTRIAL AND MISCELLANEOUS

Bid	Offered	
10M-Am. Thread 6a, Dec. 1, '28	96	Curtis & Sanger, 49 Wall St. Hanover 6144.
10M-Tob. % scrip, March 1, '25	102	Curtis & Sanger, 49 Wall St. Hanover 6144.
2M-B. & R. Knights 7a, '30	91	Curtis & Sanger, 49 Wall St. Hanover 6144.
10M-Cons. Gas of Balt. 5a, '23	96%	Curtis & Sanger, 49 Wall St. Hanover 6144.
10M-Ft. Worth & Den.-City 6, '21	97	Curtis & Sanger, 49 Wall St. Hanover 6144.
10M-Kan. C. Term 4½a, July 1, '21	99	Curtis & Sanger, 49 Wall St. Hanover 6144.
Ohio Cities Gas Co.'s, June 1, '21	90%	Curtis & Sanger, 49 Wall St. Hanover 6144.
Penn. R. 1922	90	Curtis & Sanger, 49 Wall St. Hanover 6144.
So. Railway Co. 6a, 1922	96	Curtis & Sanger, 49 Wall St. Hanover 6144.
Tob. Prod. C. 8% scrip "AA"	90	Curtis & Sanger, 49 Wall St. Hanover 6144.
"BB" "CC"	96	Curtis & Sanger, 49 Wall St. Hanover 6144.
Empire G. & F. 8% notes	96	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.
Empire Oil Pur. Co. 7% notes	100	Henry L. Doherty & Co., 60 Wall St. Hanover 10060.

Stocks

Stocks

BANKS AND TRUST COMPANIES

Bankers Trust Co.	301	305
Bank of Manhattan Co.	181	198
Central Union Trust Co.	245	247
Chemical National Bank	494	502
Cork Exchange Bank	301	306
Equitable Trust Co.	275	279
Guaranty Trust Co.	289	293
Irving National Bank	178	184
Mechanics and Metals Nat. Bank	300	306
National Bank of Commerce	215	218

STANDARD OIL SECURITIES

Anglo-Am. Oil, Ltd.	18%	18%
The Atlantic Refining Co.	102%	110%
Do pf.	107	110
Borne-Seymours Co.	350	390
The Buckeye Pipe Line.	82	83%
Ind. Brewing pf.	23	24
135 Ind. Brewing pf.	125	125
Key Co. Gas.	116	116
132 Lone Star Gas.	250	245
660 Mfrs. L. H.	40	40
760 Marathon H.	25	25
183 Nat. Fireproofing.	75	75
105 Nat. Fireproofer.	175	175
1,070 Ohio Fuel Oil.	19	17
265 Ohio Fuel Supply.	47%	47%
2,150 Oklahoma Gas.	24%	24%
300 Pitts. Brewing.	34	34
20 Pitts. Brew. pf.	88	88
4,200 Pitts. Toffee. ....	.02	.02
600 Pitts. Oil & Grease. ....	.02	.02
123 Pitts. Plate Glass.	110	110
15 Union Gas.	117	117
312 West. Home Air. B.	92	91%
10 West. Penn. Ry. pf.	71	71

Philadelphia

Stocks

PUBLIC UTILITIES

American Light & Trac. com.	90	93
Do pf.	92	95
American Light & Trac. com.	92	92
American Power & Lt. com.	57	57
Am. W. W. & Electric.	4%	4%
Do participating pf.	7%	8%
Do 1st pf.	45%	46%
Do 1st pf.	45%	46%
Do participating pf.	7%	8%
Carolina Lt. & Power pf.	8%	8%
Cities Service Co. com.	244	240
Do pf.	274	275
Do Bankers' shares.	30	30%
Do preference B.	64	64
Commonwealth Power & Lt. pf.	32	32
Cleveland Elec. Illum. & pf.	82	88
Do 8% pf.	102	104
Dayton Power & Light pf.	77	81
Do Ed. & Co.	98	98
Empire Gas & Fuel pf.	83%	85%
Int'l Ry. Voting trust certif.	26%	28
Kansas City Light & Power pf.	46	54
Kansas City Gas & Electric 1st pf.	78%	78%
Milwaukee Elec. Ry. & Lt. pf.	62	62
Niagara Falls Power pf.	97	97
Northern Ont. Lt. & Pow. pf.	35	45
Onondaga & Council Bluffs St. Ry. pf.	50	56
Southern Cal. Edison com.	92	92
Standard Gas & Electric pf.	35%	35%
Texas Power & Light pf.	80	81
Utah Power & Light pf.	81	81

Washington

Stocks

Stocks—Transactions—Bonds

STOCKS, SHARES

Week Ended April 30

1921	1920	1919
Monday	1,062,504	1,000,507
Tuesday	873,136	1,252,286
Wednesday	822,233	1,280,583
Thursday	956,785	1,064,805
Friday	1,001,335	870,716
Saturday	381,500	Ex. closed

711,149

Total, week 5,289,803

Year to date 57,303,066

10,219,623

Total, week \$62,801,250

Year to date 1,315,247,700

11,113,491,398

In detail the bond dealings compare as follows with the corresponding week last year:

April 30, '21 May 1, '20 Changes

Corp. \$20,565,500 \$10,300,500 + \$10,256,000

Liberty 37,329,250 54,080,250 - 16,761,000

Foreign Govts. 4,905,500 3,454,000 + 1,551,500

City 91,000 95,000 + 25,000

Total, all... \$82,801,250 \$67,918,750 - \$5,892,500

Total, all... \$82,801,250 \$67,918,

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Open Security Market

PUBLIC UTILITIES—Continued

	Bld Offered	
Tenn. Ry., Lt. & Pow. pf.	50c	MacQuoid & Conady, 14 Wall St.
Western Power	25	MacQuoid & Conady, 14 Wall St.
Do pf.	60	MacQuoid & Conady, 14 Wall St.
West Penn. Trac. & W. P.	11	Otto Hill, 37 Wall St. Hanover 6297.
Do pf.	12	Otto Hill, 37 Wall St. Hanover 6297.
Do com	11½	W. G. Souders & Co., 31 Nassau St. Rector 2738.
Do pf.	70	W. G. Souders & Co., 31 Nassau St. Rector 2738.
Western Power com.	25%	Pynchos & Co., 111 Broadway. Rector 813.

INDUSTRIAL AND MISCELLANEOUS

All-Am. Truck, Class A	24	B. J. McClelland & Co., 100 Broadway. Rector 0604.
Aluminum Mfg., Inc. 7% pf.	47	Pynchos & Co., 111 Broadway. Rector 813.
Am. Fuel Oil & Transportation	1.15	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Am. Fuel Oil com.	1.15	Kohler, Bremer & Co., 32 Broadway. Broad 6910.
Am. Mfg. com.	119½	J. Nickerson Jr., 61 Broadway. Bowling Green 6840.
Am. Radiator Co. 7% pf.	98	Pynchos & Co., 111 Broadway. Rector 813.
Am. Rolling Mills 7% pf.	96	W. E. Hutton & Co., 60 Broadway. Bowling Green 4140.
Do	98	W. E. Hutton & Co., 60 Broadway. Bowling Green 4140.
Am. Sewing Machine pf.	85	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Am. Tire Corp.	1½	Melhuish & Co., 43 Exchange Place. John 6006.
Do	1½	Melhuish & Co., 43 Exchange Place. John 6006.
Am. Roller Bearing Co. com.	100	Pynchos & Co., 111 Broadway. Rector 813.
Do pf.	100	Melhuish & Co., 43 Exchange Place. John 6006.
Am. Type Foundry Co. 7% pf.	79	Pynchos & Co., 111 Broadway. Rector 813.
Barnhart Bros. & Spindler Co.	1st 7% pf.	
Banner Gold Mining Co. of Col.	78	Pynchos & Co., 111 Broadway. Rector 813.
Blue River Mining Co.	81	Melhuish & Co., 43 Exchange Place. John 6006.
Borden's Cond. Milk Co.	1.15	W. E. Hutton & Co., 60 Broadway. Bowling Green 4140.
Do 6% pf.	90	Pynchos & Co., 111 Broadway. Rector 813.
Brooklyn Giuliana Concessions com.	85	W. E. Hutton & Co., 60 Broadway. Bowling Green 4140.
Do pf.	88	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Brighton Mills Class A 7% pf.	80	Pynchos & Co., 111 Broadway. Rector 813.
Brunswick-Balke-Co. Co. 7% pf.	85	Pynchos & Co., 111 Broadway. Rector 813.
Bucyrus Co.	90	Pynchos & Co., 111 Broadway. Rector 813.
Canadian Explosives pf.	65	A. F. Ingold & Co., 74 Broadway. Rector 3991.
Carlisle Tire units	70	R. J. McClelland & Co., Inc. 100' B'way. Rector 0604.
Cent. Steel pf. (buy 20, sell 10)	12	James J. Boyle & Co., Inc. 324 4th Av. Pittsburgh, Pa.
Childs Co. 7% pf.	85	Pynchos & Co., 111 Broadway. Rector 813.
Cleveland Automobile Co. 8%	94	Pynchos & Co., 111 Broadway. Rector 813.
Cleveland Discounit units (buy 20, sell 10)	65	Pynchos & Co., 111 Broadway. Rector 813.
Cleveland Nat. Fire	90	James Boyle & Co., 324 4th Av. Pittsburgh.
Clipper Cutlery Corp.	10%	James Boyle & Co., 324 4th Av. Pittsburgh.
Colonial Finance units	75	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Columbus & Xenia 8.25% gtd.	77	W. E. Hutton & Co., Bowling Green 4140.
Commonwealth Finance com.	28	Kohler, Bremer & Co., 32 Broadway. Broad 6910.
Do pf.	51	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Commonwealth Finance Corp.	23	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Do pf.	54	Melhuish & Co., 43 Exchange Place. John 6006.
Consumers Stores Co. com.	75	Pynchos & Co., 111 Broadway. Rector 813.
Congoleum Co. 7% pf.	70	Pynchos & Co., 111 Broadway. Rector 813.
Continental Motors Co. 7%	80	Melhuish & Co., 43 Exchange Place. John 6006.
Crown Oil	85	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Dayton Rubber pf. units	68	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Dearborn Truck units	74	Williamson & Squire, 25 Broad St. Broad 6790.
Del. Lack. & West. Coal	91	James Boyle & Co., 324 4th Av. Pittsburgh.
Dodge Mfg. Co. 7% pf.	88	James Boyle & Co., 324 4th Av. Pittsburgh.
F. G. Budd Mfg. Co. 4% pf.	88	Pynchos & Co., 111 Broadway. Rector 813.
Eastman Steel	23	Gifford, David & Co., 20 Broad St. Rector 6900.
Do	28	Gifford, David & Co., 20 Broad St. Rector 6900.
Edmunds Oil Co. Mining	1.05	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Eisenberg Magnet Co. 7% pf.	50	Glidden, David & Co., 20 Broad St. Rector 6900.
Elgin Motors	6	Glidden, David & Co., 20 Broad St. Rector 6900.
Empire Steel & Iron	20	Glidden, David & Co., 20 Broad St. Rector 6900.
Do pf.	28	Glidden, David & Co., 20 Broad St. Rector 6900.
Everett-Heavy Co.	7	Pynchos & Co., 111 Broadway. Rector 813.
Farrell, Wm. & Son. 7% pf.	60	Pynchos & Co., 111 Broadway. Rector 813.
Firestone Tire & Rub. Co. 7% pf.	74	Pynchos & Co., 111 Broadway. Rector 813.
Fish Rubber Co. 1st 7% pf.	77	Pynchos & Co., 111 Broadway. Rector 813.
Fisher Body (Ohio) Co. 8% pf.	80	Pynchos & Co., 111 Broadway. Rector 813.
Frick-Reid Supply Co. 8% pf.	94	Pynchos & Co., 111 Broadway. Rector 813.
H. Franklin Mfg. Co.	44	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Frontiers Mortgage Co. units	150	Melhuish & Co., 43 Exchange Place. John 6006.
Gaylor Stores units	12	James J. Boyle & Co., 324 4th Av. Pittsburgh.
Garford Motor Truck common	66	James Boyle & Co., 324 4th Av. Pittsburgh.
Do pf.	72	J. Nickerson Jr., 61 Broadway. Bowling Green 6840.
Gen. Am. Tank Car Corp. 1st pf.	75	Melhuish & Co., 43 Exchange Place. John 6006.
Gold Hill cons.	70	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Godechaux Sugar Co. 7% pf.	70	Pynchos & Co., 111 Broadway. Rector 813.
Goodyear Tire & Rub. Co. 7% pf.	33	Pynchos & Co., 111 Broadway. Rector 813.
Gratton & Knight Mfg. Co. 7% pf.	77	Pynchos & Co., 111 Broadway. Rector 813.
Great Atl. & Pac. Tea 7% pf.	93	Pynchos & Co., 111 Broadway. Rector 813.
Great Western Sugar Co. 7% pf.	100	Pynchos & Co., 111 Broadway. Rector 813.
Griffith Steel Co. 6% pf.	100	Kohler, Bremer & Co., 32 Broadway. Broad 6910.
Hart Oil	1.55	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Hart Oil	1.50	Melhuish & Co., 43 Exchange Place. John 6006.
Hanes Knitting Co.	11	James J. Boyle & Co., 324 4th Av. Pittsburgh.
Hasbruck Divide	13	James J. Boyle & Co., 324 4th Av. Pittsburgh.
High Gravity	25	James J. Boyle & Co., 324 4th Av. Pittsburgh.
Home Electric Appliance	14	Pynchos & Co., 111 Broadway. Rector 813.
Holly Sugar Co. 7% pf.	68	Pynchos & Co., 111 Broadway. Rector 813.
Hupp Motor Co. conv. 7% pf.	92	Pynchos & Co., 111 Broadway. Rector 813.
Hydraulic Steel conv. 7% pf.	70	Pynchos & Co., 111 Broadway. Rector 813.
Indiana & Illinois Coal Co. 7%	54	R. J. McClelland & Co., 100 Broadway. Rector 0604.
Kansas & Gulf	9.75	Kohler, Bremer & Co., 32 Broadway. Broad 6910.
	10.35	

Dividends Declared and Awaiting Payment

STEAM RAILROADS.

Pe. Payable	Books	Payable	Books
Rate, riod, able.	Close.	Rate, riod, able.	Close.
Company.	Rate, riod, able.	Company.	Rate, riod, able.
Atch., Top. & Santa Fe. 1% Q June 1	*May 8	Am. Radiator	\$1 Q June 30
Central of N. J. 2 Q May 2	*Apr. 20	Do pf.	1¾ Q May 16
Clev. & Pittsburgh 1% Q June 1	May 10	Am. Soda Fountain	1¾ Q May 14
Do, gtd.	1 Q June 1	Am. Tob. com. & com.	B 3 Q June 10
Delaware & Hudson 2½ Q June 20	*May 20	Am. W. W. & El. pf.	2 Q May 15
Elmira & Williamsport 2.26 — May 2	*Apr. 20	Amoskeag Mfg.	1½ Q May 10
Illinoian Central 1% Q June 1	May 6	Apparel Mfg.	2½ Q May 10
Norfolk & Western 1% Q June 18	May 31	Associated Dry Goods	2 Q May 2
Pennsylvania 50c Q May 31	May 2	Do 1st pf.	1¾ Q June 1
Pere Marquette pr. 1% Q May 2	*Apr. 14	Do 2d pf.	1¾ Q June 1
Pitts. & West Va. 1% Q May 31	May 6	Do 3d pf.	1¾ Q June 1
Reading 1st pf. 50c Q June 9	May 24	Do 7% pf.	1¾ Q June 1
Reading 2 Q May 12	Apr. 19	Bigelow-Hart Carpet	2½ Q May 2
STREET RAILWAYS.		Bond pf.	1¾ Q May 2
Cape Bretton El. pf.	3 — May 2	Bond & Mtg. Guarantee	4 Q May 14
Carolina F. & L. 1% Q May 14	*Apr. 30	Brit. Col. Fish & Pack.	1½ Q May 21
Conn. R. & L. com. & pf.	1% Q May 14	Brill (J. G.) Co. pf.	2 Q May 2
Detroit United 2½ Stk June 1	May 16	Burns Bros.	2½ Q May 16
Duquesne Light pf.	1% Q May 2	Do pf.	1¾ Q May 2
Tampa Electric 2% Q May 16	*May 3	California Packing	1½ Q June 15
U. S. St. Ry. N. Bedford 2 Q May 2	*Apr. 21	Cedar Rap. Mfg. & P.	1% Q May 16
West. Penn. Power pf.	1% Q May 16	Cent. Cupley Sugar	2 Q May 2
W. P. T. & W. P. pf.	1% Q May 16	Do pf.	1¾ Q May 2
W. P. T. & W. P. pf.	1% Q May 16	Cit. Service, Bits. Shas.	3½ M May 2
		Cities Service	1½ M June 1
TRUST COMPANIES.		Do pf. & pf.	1¾ M June 1
Farmers Loan & Trust. 5 Q May 2	*Apr. 21	Cleve. El. Ill. pf.	1½ Q May 21
Bowery	3 Q May 2	Clinchfield Coal	1¾ Q May 16
Bowery	7 Ex. May 2	Columbian Gas & El.	1¾ Q May 16
Pacific	2 Q May 2	Commonwealth Edison	2 Q May 2
Pacific	2 Ex. May 2	Consol. Gas, N. Y.	1¾ Q June 15
		Cont. Paper & Bag	1½ Q May 16
INDUSTRIAL AND MISCELLANEOUS.		Do pf.	1¾ Q May 16
Allis-Chalmers	1 Q May 16	Deere & Co. pf.	1¾ Q June 1
Am. Acceptance Corp.	2 J June 15	Dow Chemical	1¾ Q May 13
Do pf.	2 Q	Do pf.	1¾ Q May 17
Am. Art W. com. & pf.	1% Q July 15	Dominion Bridge	2 Q May 16
Am. Brass	3 Q May 14	Dow Chemical	1¾ Ex. May 13
Am. Chemical & Dye.	81 Q May 2	Do pf.	1¾ Q May 17
Am. Coal	1% Q May 2	Do pf.	1¾ Q May 17
Am. Cigar	1% Q May 2	Eastman Kodak	2½ Q May 16
Am. Gas & Elec. pf.	1% Q May 2	Eastman Kodak	10 Ex. June 1
Am. Glass	2 Q May 2	Do pf.	1¾ Q May 17
Am. Ls. & Fire Eng.	15 Stk June 1	Ex. July 1	1% Q May 31
Am. Ls. & Fire Engine	2% Q May 16	Do pf.	1¾ Q May 17
Am. Light & Traction	1 Q May 2	East. Steel Inst. & 2% pf.	1% Q June 1
Am. Light & Traction	1 Stk May 2	Ed. El. Ill. Boston	3 Q May 2
Am. Light & Traction	2 Q May 2	Elco. Bond & Share pf.	1% Q May 2
Do pf.	1% Q May 2	Eisenmann Magneto pf.	1% Q May 2
Am. Linen	2 Q May 2	Emerson Shoe pf.	1% Q May 2
		Emerson Shoe pf.	1% Q May 2

INDUSTRIAL AND MISCELLANEOUS.

Pe. Payable	Books	Payable	Books
Rate, riod, able.	Close.	Rate, riod, able.	Close.
Company.	Rate, riod, able.	Company.	Rate, riod, able.
Am. Radiator	\$1 Q June 30	Edison Mills	1½ Q May 2
Do pf.	1¾ Q May 16	Do pf.	1¾ Q May 2
Am. Soda Fountain	1¾ Q May 14	Exxon Mfg.	2½ Q May 2
Am. Tob. com. & com.	B 3 Q June 10	Fall River Gas Works	3 Q May 2
Am. W. W. & El. pf.	2 Q May 15	Famous Players pf.	2 Q May 2
Amoskeag Mfg.	1½ Q May 15	Fajardo Sugar	2½ Q May 2
Apparel Mfg.	2½ Q May 10	Federal Sugar Refining	2½ Q May 2
Brill (J. G.) Co. pf.	2 Q May 2	Do pf.	1¾ Q May 2
Burns Bros.	2 Q May 16	Fisher Body	2½ Q May 2
Do pf.	1¾ Q May 2	Hamilton Mfg.	2 Q May 2
California Packing	1½ Q June 15	Harmonie Mills	1¾ Q May 2
Cedar Rap. Mfg. & P.	1% Q May 16	Hart, Schaffner & Marx	1 Q May 31
Cent. Cupley Sugar	2 Q May 2	Harp.-Walker Refrac.	1% Q June 1
Do pf.	1¾ Q May 2	Do pf.	1% Q June 1
Do pf.	1¾ Q		

ADVERTISEMENTS.

ADVERTISEMENTS.

\$230,000,000
(Total Issue)

Northern Pacific - Great Northern

Joint 15-Year 6½% Convertible Gold Bonds

(C. B. and Q. Collateral)

To be dated July 1, 1921

Interest payable January 1 and July 1

To mature July 1, 1936

Convertible at any time, at the option of the holder, as more fully described below, into 6% Bonds of the Northern Pacific Railway Company and/or 7% Bonds of the Great Northern Railway Company.

Redeemable, at the option of the Companies, as a whole or in amounts of not less than \$5,000,000, at 103½% and accrued interest at any time on 75 days' notice. Any Bonds called for redemption, in order to be converted, must be presented for conversion fifteen days before the redemption date.

Coupon Bonds in denominations of \$1,000, \$500 and \$100, with privilege of registration as to principal. Fully registered Bonds in denominations of \$1,000 and authorized multiples thereof. Coupon and registered Bonds and the several denominations interchangeable.

THE FIRST NATIONAL BANK OF THE CITY OF NEW YORK, Trustees

The following summarized description of these Joint 6½% Convertible Bonds has been prepared for us by Howard Elliott, Esq., Chairman of the Northern Pacific Railway Company, and Louis W. Hill, Esq., Chairman of the Great Northern Railway Company, from their letter to us dated April 25, 1921:

Security The Joint 15-Year 6½% Convertible Bonds are to be the direct and joint obligations of the Northern Pacific and of the Great Northern Railway Companies, and are to be secured by a pledge of 1,658,674 shares (approximately 97% of the outstanding stock) of the Chicago, Burlington and Quincy Railroad Company (which percentage of stock has heretofore constituted the sole collateral security for the maturing "Burlington Joint 4s"), and in addition by \$66,000,000 of mortgage bonds of the two obligor Companies, the deposited collateral being valued at an amount in excess of 120% of the principal amount of Joint 6½% Bonds to be issued.

Conversion Privileges The Joint 6½% Bonds may be converted, par for par, without charge, at the option of the holder at any time (upon presentation not later than fifteen days before maturity or earlier redemption) into 6% Refunding and Improvement Mortgage Bonds (Series B) of the Northern Pacific Railway Company, due 2047 (callable after 15 years at the Company's option at 110% and accrued interest), or into 7% Fifteen-Year General Mortgage Bonds (Series A) of the Great Northern Railway Company, due 1936 (with no option of prior redemption), or into bonds of both issues in any ratio between the two which the holder of the Joint 6½% Bonds may desire, but not more than \$115,000,000 of either of such mortgage bonds will be issuable upon such conversion.

Legality Such Northern Pacific Bonds are, in the opinion of counsel, a legal investment for savings banks and trust funds in New York, Massachusetts, Connecticut and Vermont. Both such Northern Pacific Bonds and such Great Northern Bonds are, in the opinion of counsel, a legal investment for life insurance companies in the state of New York.

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Earnings During the ten and one-half years from 1911 to 1920 inclusive, the combined average surplus income of the Northern Pacific and Great Northern Railway Companies, after payment of combined fixed charges, other than the interest on the outstanding joint bonds which are to be refunded by the new issue, was about \$44,000,000 annually, and, in addition, the share of the two roads in the surplus income of the Chicago, Burlington and Quincy Railroad Company, after the payment of its fixed charges, averaged about \$20,960,000 annually, the total annual average being about \$64,960,000 as compared with \$14,950,000 which will be required annually for interest on the new issue of Joint 6½% Bonds.

Equity Since July 1, 1901, the Chicago, Burlington and Quincy Railroad alone has increased its surplus in the amount of approximately \$200,000,000, against which no securities prior to the stock have been issued. The combined net assets of the Northern Pacific and of the Great Northern, after deducting their prior debts, together with 97% of the net assets of the Chicago, Burlington and Quincy Railroad, after deducting its debt, indicate an equity, at book value, for these properties of close to \$1,100,000,000.

The above bonds are offered, subject to issue as planned, for subscription at 96½% and interest, to yield approximately 6¾%

Discount will be allowed at the rate of 6½% per annum on the principal sum of the Bonds from the date of payment to July 1, 1921, from which latter date interest will accrue on the Bonds.

Subscription books will be opened at the office of J. P. Morgan & Co., at 10 o'clock A. M., Thursday, April 28, 1921. The right is reserved to reject any and all applications, and also in any case, to award a smaller amount than applied for. The amount due on allotments will be payable at the office of J. P. Morgan & Co. in New York funds on or about May 16, 1921.

Northern Pacific-Great Northern, C. B. & Q. Collateral 4% Joint Bonds, due July 1, 1921, with final coupon attached, will be accepted in payment at 100% and accrued interest to date of payment on allotments.

Temporary Bonds, exchangeable for definitive Bonds when prepared and received, will be delivered upon payment.

J. P. Morgan & Co.

The National City Company

First National Bank, New York

Guaranty Company of New York

Bankers Trust Company

Harris, Forbes & Co.

Lee, Higginson & Co.

Mechanics & Metals National Bank

National Bank of Commerce in New York

American Exchange National Bank

Central Union Trust Company of New York

New York Trust Company

The Equitable Trust Company of New York

Brown Brothers & Co.

Kidder, Peabody & Co.

Dillon, Read & Co.

Halsey, Stuart & Co.

White, Weld & Co.

Spencer Trask & Co.

J. & W. Seligman & Co.

Blair & Company, Inc.

E. H. Rollins & Sons

Clark, Dodge & Co.

Hayden, Stone & Company

Lazard Frères

Kissel, Kinnicutt & Co.

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